

2008 FULL YEAR RESULTS PRESENTATION

National Hire



Highlights

- Completed acquisition of Coates Hire, in conjunction with The Carlyle Group, in January 2008
- Integration progressing well
- Raised \$86m cash via placement of new NHR shares at \$3.00 to Elph Pty Ltd
- Wholly owned Allight equipment sales and support business performing well
 - Sold 6,000th Australian manufactured lighting tower
 - Commenced supply of new lighting tower products assembled in China
 - Net cash of \$18.5m and \$nil debt as at balance date
- Management and Director changes
 - Andrew Aitken appointed Managing Director
 - Ray Romano and Stephen Donnelley moved to Coates Group
- NHR Head Office moving to Perth – location of Allight Head Office

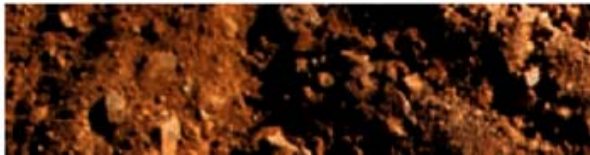


National Hire



Coates Transaction

- On 9 January 2008 National Hire, in conjunction with The Carlyle Group, acquired all the outstanding shares in Coates Hire Limited
- Offer was \$6.59 per Coates Hire share comprising \$6.06 in cash and a special dividend of \$0.53 per share for total equity value of approx. \$1.7b
- National Hire transferred its rental services business and \$70m cash to Coates Group for a total value of \$348m
- National Hire and Carlyle both hold 47% economic value in Coates Group with the balance held by financial investors
- National Hire and Carlyle hold equal voting interest
- National Hire's investment in Coates Group is accounted for as an associate using the equity method of accounting
- Integration is progressing well with at least \$30m of pre-tax synergies expected to be realised from integration
- Share placement on 31 December 2007 of 28,657,143 new NHR shares to Elph Pty Ltd at an issue price of \$3.00 each raised approximately \$86m
- Proceeds from issue used to fund National Hire's \$70m cash contribution for its interest in Coates Group with balance for working capital

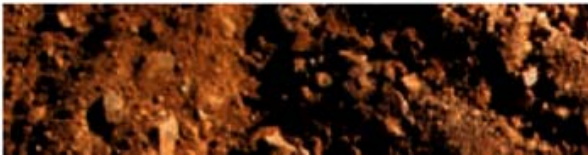


National Hire



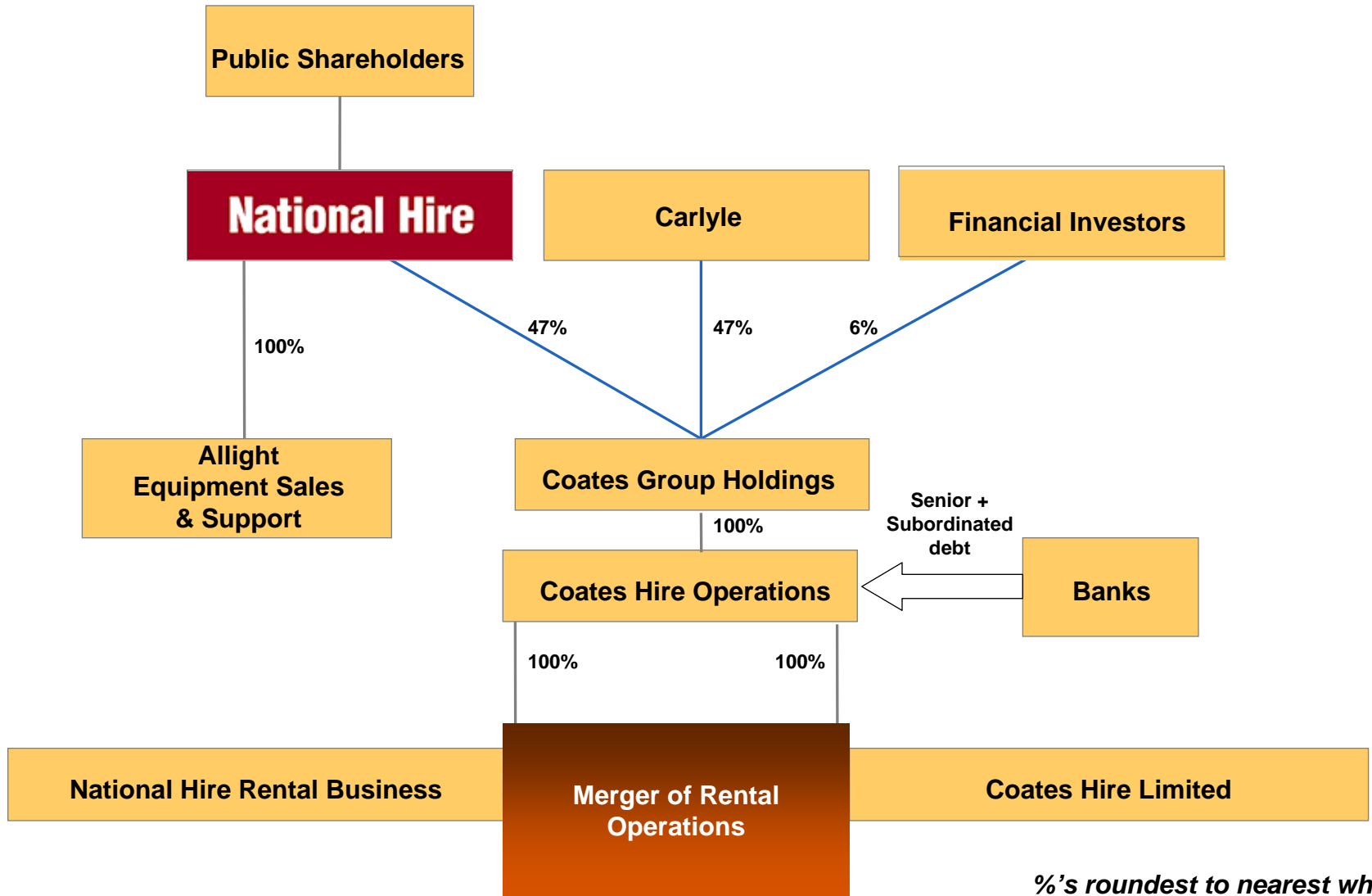
Coates Group

- Coates Group is the leading equipment hire business in Australia and in Top 10 worldwide
 - Coates Hire and National Hire rental division integration proceeding well
 - National Hire equity accounted share of profits from Coates Group for the period from acquisition to 30 June 2008 is \$1.2m
 - On track to achieve at least \$30m in pre-tax synergies
 - Ray Romano appointed interim CEO of Coates Group following resignation of Malcolm Jackman. International search is progressing
 - For the period from 9 January to 30 June 2008
- | | \$million |
|-------------------|-----------|
| Revenue | 543.0 |
| EBIT (*) | 116.4 |
| Profit before tax | 4.0 |
| Profit after tax | 2.5 |
- * EBIT includes significant items representing non-recurring costs related to the completion of the Coates Hire transaction to the value of \$25.7m.



National Hire



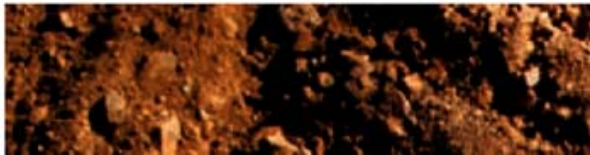


%'s roundest to nearest whole



Equipment Sales and Support

- Manufacture, assembly, sales and support of lighting towers, power generation and dewatering systems
- Distribution under the Perkins engines, F G Wilson power generation sets, H J Godwin wet ends and Allight lighting tower brand names
- Wholly owned subsidiary of National Hire
- Revenue up by 21% to \$84.1m
- A 5 year preferred supplier agreement with Coates Group will underpin volume and margins in the business going forward
- Commenced export of lighting towers assembled in China to initially supply overseas markets
- Delivered 6,000th Australian manufactured lighting tower
- Strong capital position to fund further growth in Australia and internationally

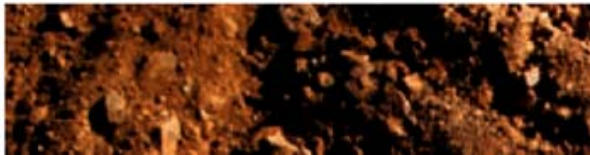


National Hire



Financial Performance

- Pre tax profit from continuing operations of \$6.6 m (FY07 \$2.6m)
- NPAT \$4.7m (FY07 \$1.9m)
- Reported NPAT of \$42.5m
 - \$25.9m after tax profit on transfer of Rental Services business to Coates Group
 - \$11.9m after tax profit from Rental Services for period 1 July 07 – 9 January 2008
 - Equipment sales and support business revenue up 21% to \$84.1m
 - EBIT margin improved from 4.2% to 6.4%
 - Final dividend of 2.0 cents fully franked
 - Operating cash flow \$49.6m

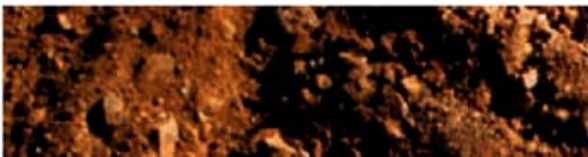


National Hire



Financial Performance

| For 12 months ended 30 June \$million | 2008 | 2007 |
|-----------------------------------------------|-------------|-------------|
| Revenue from continuing operations | 84.1 | 69.3 |
| EBITDA | 6.1 | 3.5 |
| Depreciation and amortisation | (0.7) | (0.6) |
| EBIT | 5.4 | 2.9 |
| Finance costs | - | (0.4) |
| Share of profit of equity accounted investees | 1.2 | 0.0 |
| PBT | 6.6 | 2.5 |
| Tax | (1.9) | (0.6) |
| Profit from continuing operations | 4.7 | 1.9 |
| Profit from discontinued operations | 37.8 | 17.4 |
| NPAT | 42.5 | 19.3 |
| EPS – from continuing operations | 3.5c | 1.6c |
| DPS (fully franked) | 6.0c | 8.0c |



National Hire



Cash Flow

For 12 months ended
30 June

| \$ million | 2008 | 2007 |
|---------------------------------------|----------------|-------------|
| Net cash inflow - trading | 64.4 | 93.8 |
| Interest & tax | (14.8) | (27.7) |
| Net cash flow operations | 49.6 | 66.1 |
| Net cash flow - investing | (124.0) | (70.1) |
| Net cash flows - financing | 88.8 | 16.6 |
| Net increase /(decrease) in cash held | 14.4 | 12.6 |
| Cash at beginning of period | 4.1 | (8.5) |
| Cash at period end | 18.5 | 4.1 |



National Hire



Balance Sheet

| As at 30 June \$ million | 2008 | 2007 |
|------------------------------------|--------------|--------------|
| Cash | 18.5 | 4.1 |
| Receivables | 26.6 | 57.7 |
| Inventory | 29.3 | 27.7 |
| Property Plant & Equipment | 1.6 | 283.6 |
| Intangibles | 21.3 | 113.0 |
| Investment in Associate | 309.9 | 0.0 |
| Other | 0.5 | 12.4 |
| Total Assets | 407.7 | 498.5 |
| Borrowings | 0.0 | 217.2 |
| Trade Payables | 20.8 | 36.1 |
| Other liabilities | 25.7 | 2.0 |
| Net Assets | 361.2 | 243.2 |
| Net Assets per Share – \$ | \$2.43 | \$2.03 |
| Net Tangible Assets per share - \$ | \$2.29 | \$1.09 |

- Largest asset is investment in Coates Group of \$309.9m – shown at cost
- No debt on balance sheet and cash balances of \$18.5m



National Hire



NHR Management/Board Changes

- Andrew Aitken appointed Managing Director on 12 May 2008
- Ray Romano, Executive Chairman, resigned on 25 June 2008 and became interim CEO of Coates Group following resignation of Malcolm Jackman
- Stephen Donnelley, previous Managing Director, moved full time to Coates Group with focus on integration but remains non-executive director of National Hire

