

WHAT WE DO

Our business

Aggreko provides electrical power and temperature control to customers who need them either very quickly, or for a short or indeterminate length of time. We don't generally sell equipment; we hold it in our balance sheet for its useful life and make money by either renting it or using it to generate power which we then sell to customers.

We do this on a global basis, with 133 service centres and offices in 31 countries; in 2008 we served customers in more than 100 countries.

The solutions we provide range from the simple to the very complex, for example:

- multi-million pound projects to help increase production in petrochemical plants by providing additional power and liquid cooling;
- the design and operation of the temporary power infrastructure for events such as the Olympic Games;
- providing temperature control in an office after the air-conditioning has broken down;
- installing chillers to provide the cooling for temporary ice-rinks;
- generating power for entire countries to prevent power-cuts; and
- renting a generator for a few days to a power utility while they carry out improvements to transmission lines.

The distinguishing features of our business are:

- The products and services we provide are mission-critical. Power and temperature control are utility services without which our customers cannot operate. Most customers use our services only occasionally – but when they do, they rely on us to keep their business or even whole cities and countries functioning and safe. They are therefore likely to be more interested in service quality than price.
- We are not exposed to the fortunes of any single end-user market. All businesses use power, and many use temperature control. Our equipment and services are easily transferable between end-user segments, so the generator used today in a pharmaceutical plant may be on a film set tomorrow and a building site the day after.
- We operate globally. This means that we can respond to events as they happen anywhere around the world and can move our equipment to wherever it can deliver the best returns.
- We are organised to address all types of opportunity, from the rental of a single chiller for a weekend, to managing huge projects worth many millions of pounds.
- We are experts. We are focused on a very narrow range of products – power and temperature control, and that means we have technical expertise, equipment, skills and experience on a scale, and to a depth, that we believe nobody else can rival.

By developing these competitive advantages, Aggreko has grown over the last thirty years to be the world market leader, with outstanding people, strong customer relationships, a powerful brand and an excellent reputation. We have also developed a business large enough to enjoy economies of scale, which have enabled us to deliver highly attractive returns to shareholders whilst delivering outstanding value and service to our customers.