

INTRO

Dawsongroup's primary focus is supporting our customers and their brands, which means you might not have heard of us, but the sheer scale of our business means we know that our assets will be utilised to provide something in your life today.

Dawsongroup plc is a group of companies specialising in the supply of commercial assets. The group has grown from a core truck and trailer rental product to cover nine distinct asset groups. We have developed on the back of our innovation and a commitment to service excellence. We give our clients an increased capability without risking capital and endow them with the flexibility to say 'yes' to any growth opportunities.

Currently we work throughout the UK and Europe, and are utilised by the largest corporates through to SMEs who work in logistics, retail, transportation, food production, pharmaceuticals and many other various sectors.

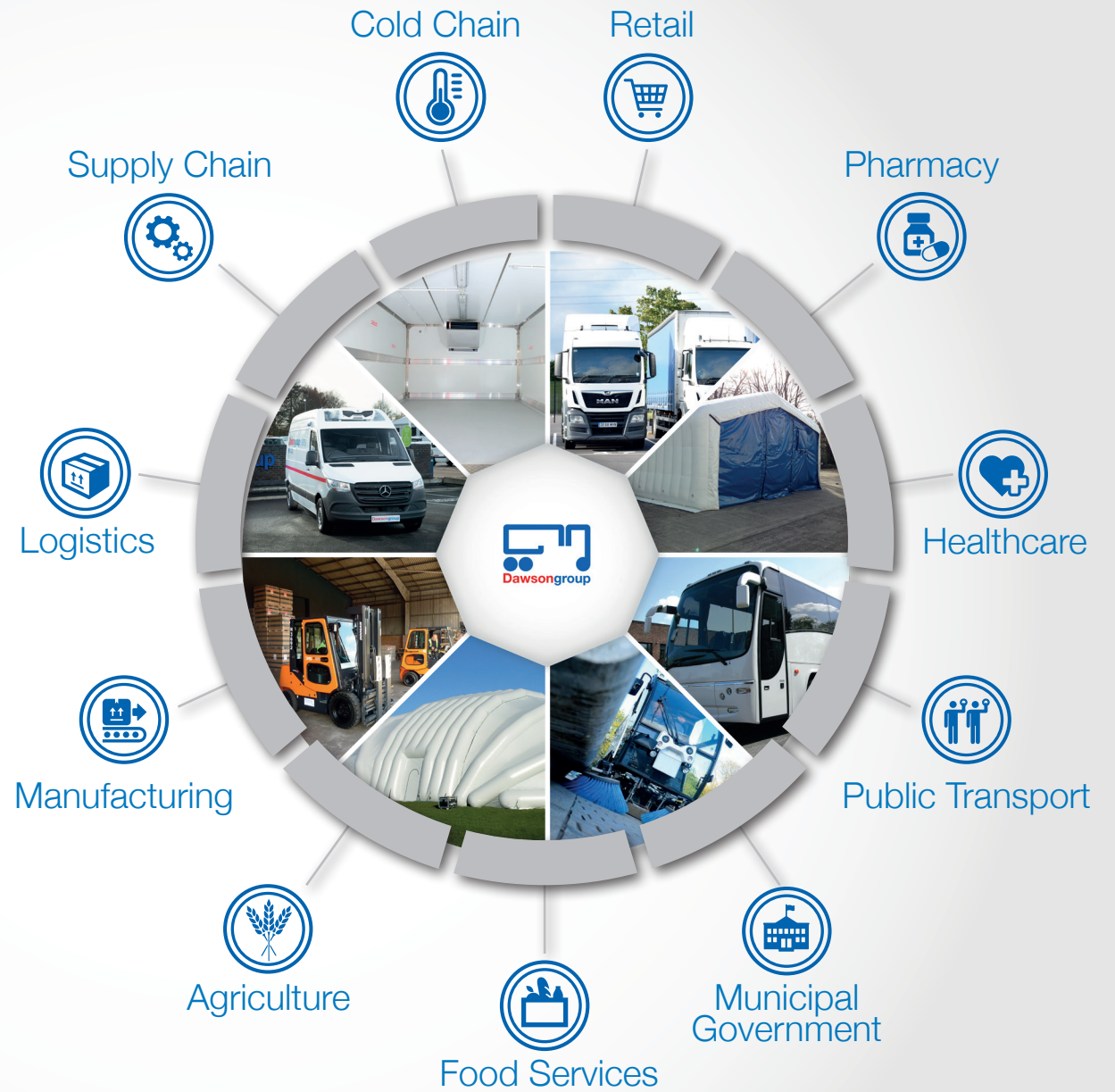


Dawsongroup is empowering industry to grow without risk.

We have a uniquely wide portfolio of asset solutions, accessible by a range of funding models that minimise financial risk and maximise capability while protecting business capital.

THE UNKNOWN

You would be surprised by the number of customers we have who use our assets for some unusual purposes. Could this be you?



Dawsongroup

From start to finish,
we can support you
all the way

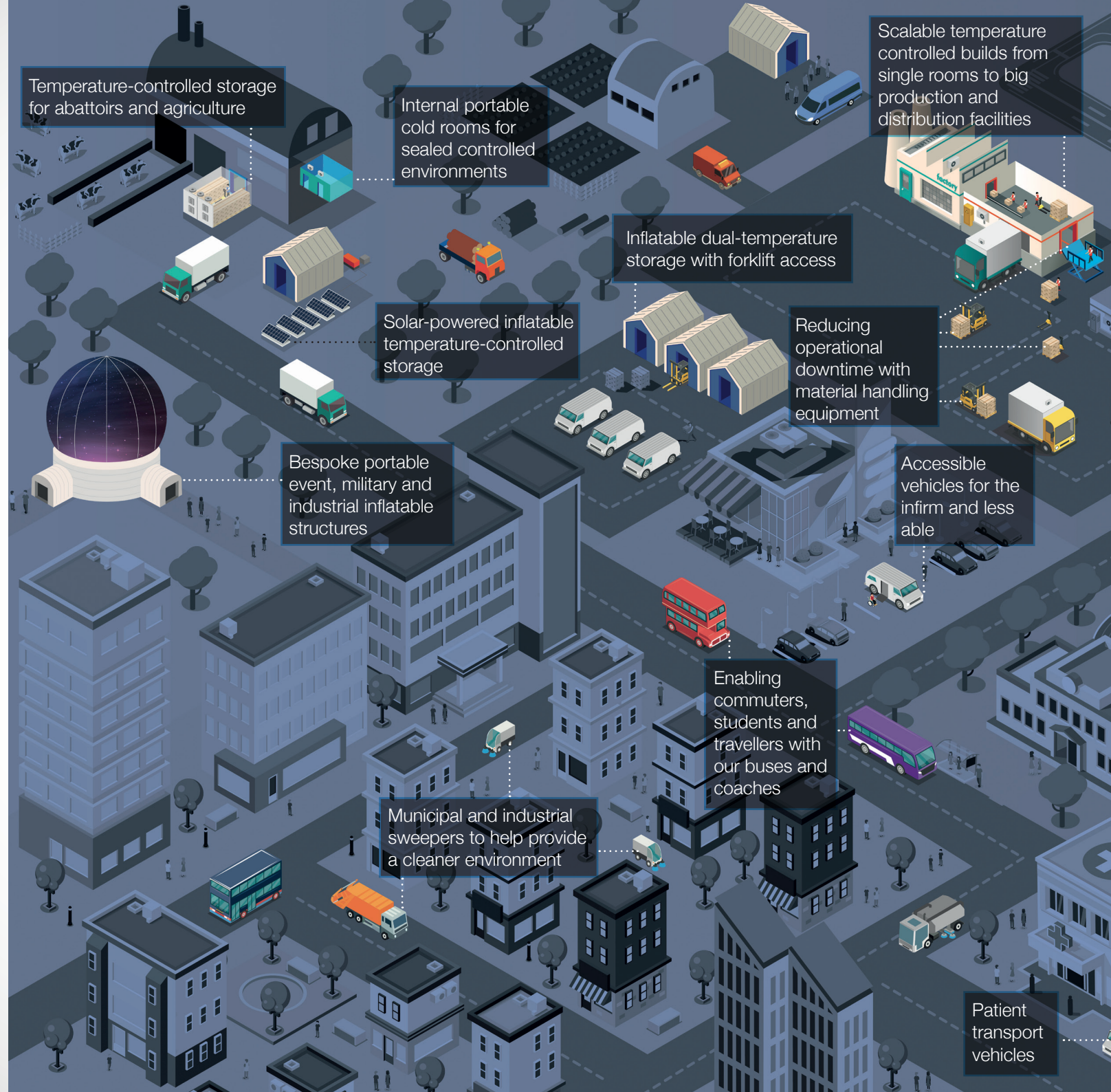
Whether it's

Transporting | Storing | Lifting |
Processing | Cleaning |
Freezing | Chilling | or Heating

Whether it's

Food | Pharmaceutical | Raw
materials | Finished products |
Parcels | Machinery or People

We are here for whatever you want,
whenever you want, serviced or
maintained and funded however
you need it.



Providing airports with a range of assets including temperature control solutions, buses, sweepers, vans and material handling equipment

Skeleton trailers for cargo containers

We finance many corporate assets as diverse as fishing boats

Material handling for speed or maximum storage

Inflatable cold storage that can even be used on the roof

Light commercial vehicles for business

Flat-bed vans

Cost-effective safe, legal and compliant trucks and trailers

Minibuses

Atex safe storage for combustible material

Temperature control solutions for pharmaceutical and health care

Supporting the automotive industry with our car transporter vehicles

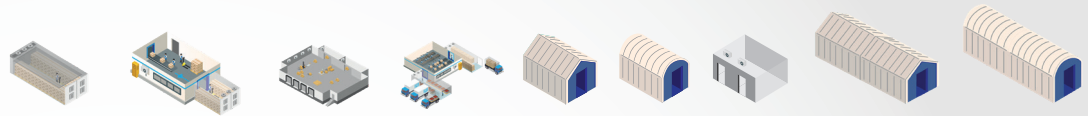
Dawsongroup

Together we are your fleet management and supply chain protection specialist.

With thousands of assets in our custody, no other company can understand better the balance between ownership and usership, therefore helping you prepare for an unforeseeable future.

finance: Giving you a new additional finance facility – we are not part of a bank and do not carry restrictions that would impede commercial flexibility

temperature control solutions:



material handling:



sweepers:



vans:



bus and coach:



truck and trailer:



Parked end to end

our group assets are over

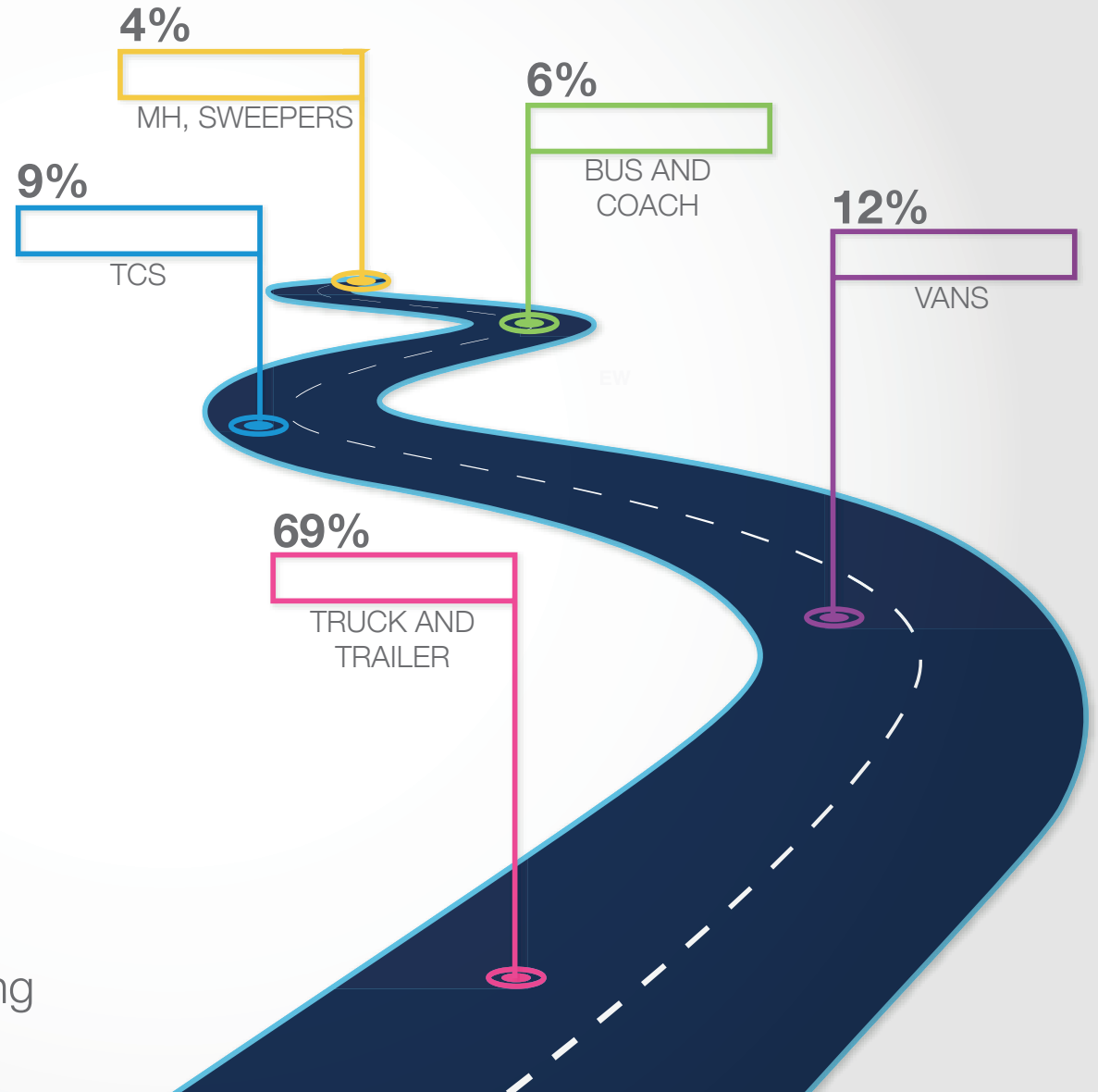
120 miles long

and can loop the

M25 motorway!



Logistically that means every minute of every day we are moving, cleaning, maintaining, delivering, servicing, upgrading, replacing, tracking and buying assets vital to the whole supply chain.



Dawsongroup

Bringing value to every phase of the supply chain

Because of the breadth of assets Dawsongroup supplies it can surprise even some of our bigger clients by how much influence we have in their supply chain: we have many touch points that they don't realise, from their supplier of raw material to the logistic company and distributor who rely on us for assets.

Our heritage means we have worked with businesses from the start-up phase to becoming SMEs and bigger. Our funding options and the scalability of our solutions help them negotiate and win contracts by involving us at the tender phase of a contract, to deliver measurable service levels and enable them to meet fluctuations in demand, but more importantly the ability to grow without risking capital in depreciating assets.

Protecting capital without compromising capability is what Dawsongroup's service is all about. Our consultants work with companies to supply the best finance rates available on longer-term contracts and flexible rental on shorter-term riskier deals, minimising the risk to your capital.

Our service levels give you the information you need to rely on for your supply chain with our 24/7 UK call centre, network repair servicing agents and branches across the UK, meaning we can deliver a nationally-capable local service.



We supply assets that are crucial to your supply chain, you need our assets to be funded to protect your capital, efficient to reduce energy and fuel costs, and be compliant with the minimum amount of downtime. Our wealth of experience means we can help you utilise our assets to optimise product flow and reduce labour and equipment, maximising your margin across the supply chain. We have surprising influence and capability...

**RAW MATERIAL/
INGREDIENTS**

We supply assets across the first phase of the supply chain: for example, our inflatable cold storage solutions can be used by growers in the field to reduce crop spoilage which can be as high as 40 per cent. We even supply the buses and minibuses used to get the pickers to the crop.

MANUFACTURER

What may surprise you is the number of environmental test chambers we supply to the electronic, engineering, healthcare and pharmaceutical sectors that become a crucial asset in our customers' R&D activities. Our temperature control solutions business also has a track record of increasing their customers' profitability with fast and flexible solutions that allow them to take on additional business, increase efficiency and reduce costs.

**ADVERTISING
AGENCY**

Our vehicles can be the most effective advertising of your brand: many of our clients livery our assets which becomes one of the most visible aspects of their brand communication.

TRANSPORT

The world's biggest logistics and retail businesses rely on our service, utilising thousands of our assets on the road every day, supported by our 24/365 fleet support and a network of 42 sites in the UK. Our free driver training helps with fuel-saving and safety and our telematic services even help reduce the amount of assets you use because we can optimise usage within a fleet.

WAREHOUSE

Our material handling business specialises in providing equipment that can maximise your storage or ensure the fastest access; in fact we often supply different assets seasonally to support the fluctuation in demand across the year. Utilised with our temporary docking facilities, we can help you find huge gains in efficiency on an existing site.

DISTRIBUTOR

The world's blue-chip logistics and retail businesses rely on our service. You may not have heard of us; however, some of the world's biggest brands rely on our network of services. It might surprise you to know that we even supply millions of pounds of funding to those brands as well as assets in the supply chain.

RETAIL

Product flow is still critical even at the point of sale. By maximising the goods in and the space they need for on-site product-picking, we have helped retailers enhance the customer experience by helping ensure the product they want is always on the shelf.


**CONSUMER/
USER**

Across the supply chain, your customers and consumers measure you on your ability to deliver. Dawsongroup is aligned with your delivery, to give your customers satisfaction and drive loyalty to your brand and business.





11,000+
assets

100+ variants
23 manufacturers



98%
First time
MOT pass rate



23
Locations



24/7/365
support

1,100
approved service
outlets



75 minutes
Average attendance time
from first call (75 minutes)



**Driver
training**

98%
roadside
First-time fix



2 years
2 years average
truck age

APPLICATION

- Consultative approach to customer needs offering a wide range of heavy commercial vehicles suitable for numerous industries such as cold chain, supply chain and manufacturing
- We have a track record, second-to-none, of finding innovative and practical solutions to some of the most challenging requirements in modern business.

SERVICE

- National network of 23 UK branches
- 1,100 approved service outlets
- Industry-leading compliance and support
- Wide range of trucks and trailers including specialist vehicles.

USERSHIP

- From contract hire and leasing to daily rental, we can provide the right vehicles for your business, for as long as you need them!

OWNERSHIP

- Finance options such as Hire Purchase and Finance Lease available through our in-house Dawsongroup finance business
- Used Sales Programmes through our used assets arm Dawsondirect.





 **14.5**
months
Average age of fleet

 **0.8%**
Replacement vehicles
issued at any one time

 **65**
Minutes average
attendance time
roadside

 **1.1%**
Vehicles
off road through mechanical
downtime

 **2,250**
New vehicles in 2017

 **3,800**
New vehicles in 2018



APPLICATION

- We are able to tailor vehicles to meet demands within a wide range of industries, from glass racking, fall arrest systems, lightweight mesh tail lifts or even bespoke bodies for vertical sectors such as farriers, blue light or lifting platforms
- Assets available include tippers, multi-seat vehicles, drop sides, 4X4 open-back and covered utility vehicles and welfare facilities.

SERVICE

- National network of 13 strategically located sites
- Unrivalled service and maintenance with 24/7 customer support provided by our Dawsongroup vans specialists.

USERSHIP

- From flexible to fixed-term rental and OPS lease, we can help provide the right vehicles for your business.

OWNERSHIP

- Finance options such as Hire Purchase and Finance Lease available through our in-house Dawsongroup finance business.



Dawsongroup | temperature control solutions



Winner of RAC Awards

Leading the way on low GWP refrigerant with the first commercial introduction of R454a which has a GWP 94% lower than R404a



45.4%
Less energy

*Our latest market-leading equipment consumes 45.4% less energy than the equipment it replaces

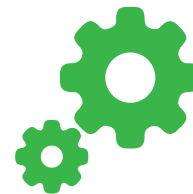


98%

*Confirm that we fully understand their needs



Customer-focused



98%

*Say we invest the right amount of time building strong customer relationships

APPLICATION

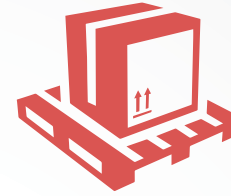
The specialist you need for support with any temperature-critical products and processes. Supporting numerous industries including food, research and development, pharmaceutical and environmental through a wide range of core solutions using refrigerant plant, filtration and humidity in a design format and size that suits our customers' needs. Our core products include:

- **Transition/Holding Units** – from stand-alone units to modular wide-spans, all your temperature-controlled storage is catered for, no matter what size you need.
- **Process** – from Blast Freezers/Chillers to Defrost units to Production Facilities, we ensure every part of your process flow is as efficient and cost-effective as possible. Our team carries out extensive calculations as well as product trials so that you receive exactly what you need.

- **Build** – Our temporary and Construction Builds can either be temperature-controlled or ambient to provide the perfect solution. As with all our products, these are completely bespoke to your needs. Our Builds reduce double handling, improve efficiency and can be used for a variety of different purposes.

- **High-Capacity Inflatables** – our own unique inflatables offer unbeatable delivery times, available soon after install, no siting restriction, easy to move and supported by expertise. Our high-capacity unit holds 20 UK pallets and can be linked to accommodate 40 pallets freeze or 60 pallets chill.

- **Environment** – high-precision, bespoke, walk-in/drive-in Test Chambers to suit any need. They are perfect for quality assurance testing in temperature and humidity extremes. We supply a wide variety of industries.



60 pallets
Available in up to 60 pallets chilled

40 pallets
Available in up to 40 pallets frozen



+1°
to
+10°
Temperature
range

Deliverable in **1 day**



4
Hours

Units ready for use in
4 hours after delivery

SERVICE

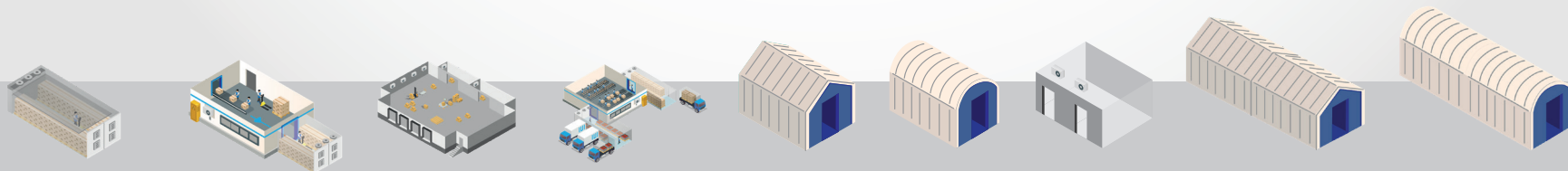
- Nationwide network of repair agents, same-day attendance to any faults reported and regular on-site maintenance checks
- Our project management team will oversee the whole process from initial design to project completion, eliminating the stress of the customer. Site surveys and CAD drawings included at no extra cost when necessary.

USERSHIP

- From short-term or long-term rental to leasing or purchase, we can provide the right solutions for your business.

OWNERSHIP

- Finance options available through our in-house Dawsongroup finance business.





32 months **2.5 years (ish)**
Average fleet age 32 months or 2.5 years (ish)

Nationwide coverage



Largest fleet of sweepers in UK



92% 24-hour
fix time in 2017 & 2018

Driver training available



100+
New machines

Purchased over 100 new machines per year for last 5 years

APPLICATION

- Leading supplier of self-drive premium municipal road-sweeper equipment and other specialist municipal vehicles
- Wide range of products from small precinct street sweepers and pedestrian industrial sweepers to the large chassis-mounted road sweepers, gully tankers and refuse collection vehicles.

SERVICE

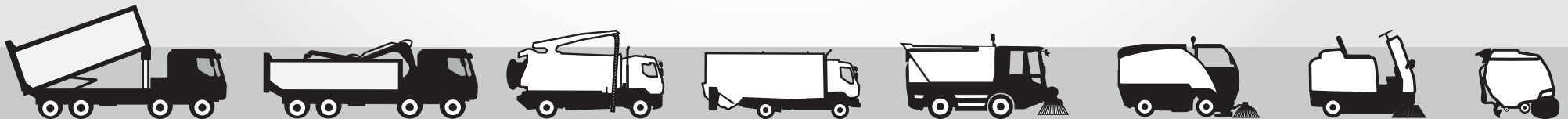
- We are dedicated to keeping your operation running and that means providing a first-class maintenance and service package
- 24/7 support and roadside assistance for hydraulic hose repairs, windscreen repairs and puncture repairs.

USERSHIP

- From flexible to fixed-term rental and OPS lease, we can help provide the right vehicles for your business.

OWNERSHIP

- Finance options such as Hire Purchase and Finance Lease available through our in-house Dawsongroup finance business.





135 Minutes
Average attendance
time from first call



2 Hours 45 Minutes
Quickest rental truck delivery of
2018 (from initial enquiry to truck
arriving on site)

Operator training



4,477 Miles

All of our fleet's mast lift
heights added together
cover 4,477 miles which is the distance
between London and Anchorage in
Alaska



**24/7
Support**

National service support
available 24/7/365

**Engineers not targeted for
revenue generation**

APPLICATION

- Providing forklift trucks and warehouse equipment solutions to suit any budget or need
- Customers we supply include manufacturing, logistics, distribution, food production and agricultural businesses nationwide.

SERVICE

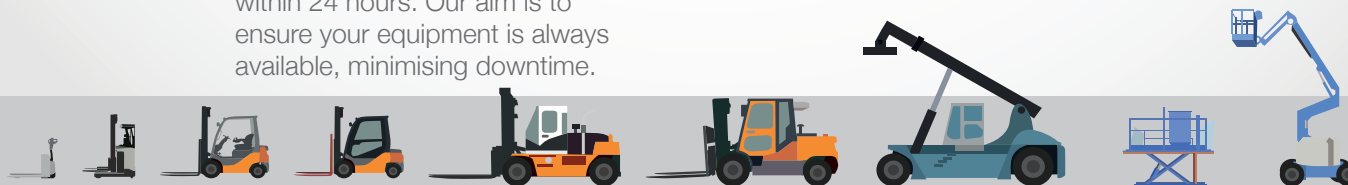
- We regard customer care and support as critical to a successful relationship, and that's why our standard hire agreement covers all elements of service and maintenance
- We hold an extensive parts inventory and where we don't hold an item in stock, we are able to source 95 per cent of all parts within 24 hours. Our aim is to ensure your equipment is always available, minimising downtime.

USERSHIP

- From contract hire to rental and leasing, we can help provide the right vehicles for your business.

OWNERSHIP

- Finance options such as Hire Purchase and Finance Lease are available through our in-house Dawsongroup finance business.






 **24,000**
People
We commute every day

 **1,650**
School pupils
We take to school every day

 **59,000**
Seats
Capacity of fleet

 **8** Seats
Capacity of smallest vehicle

 **500,000**
Miles
Distance our fleet travels in a week

 **80** Seats
Capacity of largest vehicle

APPLICATION

- Dawsongroup Bus and Coach is the UK's leading rental, hire and leasing company, offering a range of bus, coach, minibus and accessible vehicles with a variety of specifications available for long-term and short-term hire
- We currently have over 2,000 vehicles on fleet and have a diversified clientele base, from local authorities to major UK bus and coach operators.

SERVICE

- We have three locations around the UK so we can cover a high demand of hires
- We are able to provide a selection of services with our contract hire rentals: this includes routine maintenance, tyre replacement, roadside assistance and road fund licence.

USERSHIP

- As well as contract hire we also provide operating lease, so the vehicle can be treated as the customer's own, but at the end of the term it is simply just handed back to us.

OWNERSHIP

- We don't just rent out our vehicles, we also sell them through Ventura Bus and Coach Sales
- We are able to offer funding options through Dawsongroup finance when purchasing a vehicle
- Rent to Buy is another option that has all the benefits of a hire but at the end there is an option to purchase the vehicle.





£98
 Million funded
 in total during 2017

3,142
 Assets funded
 in total during 2017

7 
 Cold-stores

 **983** Cars

 **395**
 Trailers

55
 Buses 

955
 Vans & LCVs 

 **221**
 Tractor units

 **20**
 Forklifts

APPLICATION

- For a quarter of a century, through good times and bad, we have been helping business people with properly-considered commercial finance arrangements. Trucks and trailers, buses and coaches, vans, plant and equipment, agricultural equipment and tractors, commercial property – a host of assets have all been acquired using finance facilities provided by Dawsongroup finance.

SERVICE

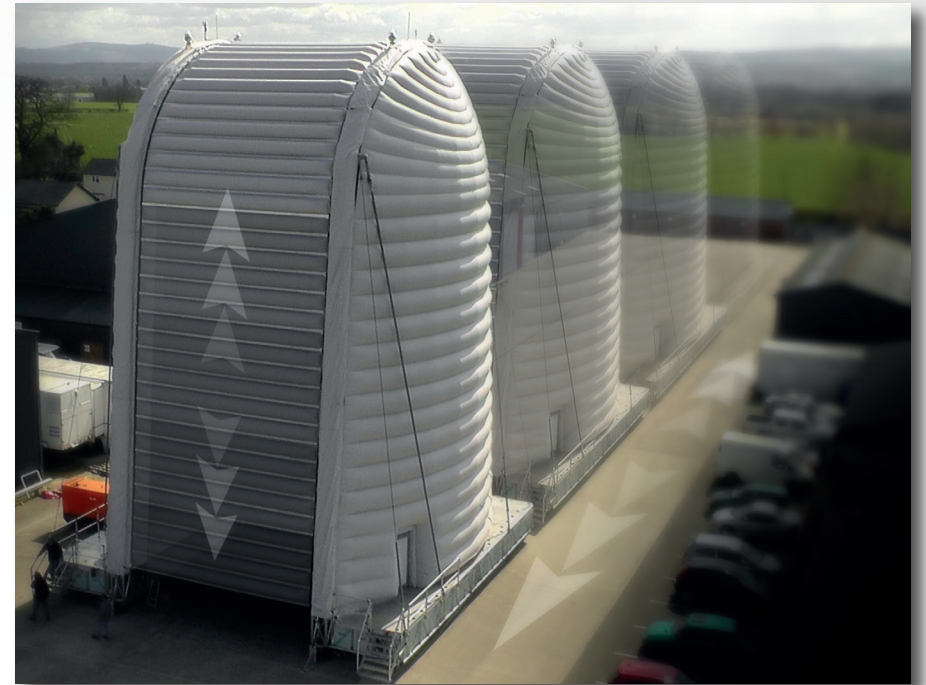
- Dawsongroup finance delivers long-term asset finance strategies for big business as well as short-term solutions for SME needs
- Whether a business is publicly quoted or privately controlled, asset funding can be a time-consuming challenge. Independent advice and assistance from people who really know the markets often makes the difference between a good deal and a great deal. Or even any deal at all!

USERSHIP

- From flexible to fixed-term rental and OPS lease, we can help provide the right assets for your business.

OWNERSHIP

- Finance options such as Hire Purchase and Finance Lease available through our in-house Dawsongroup finance business.

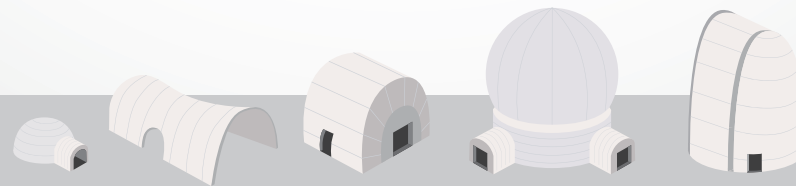


BESPOKE INFLATABLE STRUCTURES

If you have the 'big' vision, we are experts at creating the bespoke inflatable structures that make it reality!

We design and manufacture a new generation of industrial, pop-up event, and military structures. Our buildings can span greater distances and withstand extreme weather while retaining all of the advantages of inflatable structures such as exceptional portability, rapid deployment and low environmental impact.

Choose from our standard range of structures, or send us your idea for a bespoke design. Our highly experienced team have designed and built an unparalleled array of award-winning structures over the years and have a proven track record when it comes to creating stunning portable architecture.



Dawsongroup | international

Dawsongroup plc is a diversified multinational operating in the United Kingdom and across Europe.

Wherever the need for temperature control solutions, our specialists can help fulfil the demand. Get in touch to find out how we can help your business.



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