NEWS RELEASE

United Rentals Announces Fourth Quarter and Full Year 2015 Results and Provides 2016 Outlook

1/26/2016

United Rentals, Inc. (NYSE: URI) today announced financial results for the fourth quarter and full year 2015.

For the fourth quarter of 2015, total revenue was $1.523 billion and rental revenue was $1.278 billion, compared with $1.564 billion and $1.320 billion, respectively, for the same period the prior year. On a GAAP basis, the company reported fourth quarter net income of $169 million, or $1.81 per diluted share, compared with $194 million, or $1.88 per diluted share, for the same period the prior year.

Adjusted EPS1 for the quarter was $2.19 per diluted share, which was flat with the same period the prior year. Adjusted EBITDA1 was $744 million and adjusted EBITDA margin was 48.9% for the quarter, compared with $775 million and 49.6%, respectively, for the same period the prior year.

For the full year 2015, total revenue was $5.817 billion and rental revenue was $4.949 billion, compared with $5.685 billion and $4.819 billion, respectively, for 2014. On a GAAP basis, full year net income was $585 million, or $6.07 per diluted share, compared with $540 million, or $5.15 per diluted share, for 2014.

Adjusted EPS for the full year was $8.02 per diluted share, compared with $6.91 per diluted share for 2014. Adjusted EBITDA was $2.832 billion and adjusted EBITDA margin was 48.7% for the full year, compared with $2.718

billion and 47.8%, respectively, for 2014.

Full year 2015 total and rental revenue, GAAP net income and diluted earnings per share, adjusted EPS, and adjusted EBITDA and adjusted EBITDA margin were all company records.

2015 Highlights

• For the fourth quarter of 2015, rental revenue (which includes owned equipment rental revenue, re-rent revenue and ancillary items) decreased 3.2%2 year-over-year. Within rental revenue, owned equipment rental revenue decreased 3.7%, reflecting an increase of 0.2% in the volume of equipment on rent and a 1.8% decrease in rental rates.

• For the full year 2015, total revenue increased 2.3% year-over-year, and rental revenue increased 2.7%2,3. Within rental revenue, owned equipment rental revenue increased 2.7%, reflecting increases of 3.2% in the volume of equipment on rent and 0.5% in rental rates.

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Adjusted EPS (earnings per share) and adjusted EBITDA (earnings before interest, taxes, depreciation and amortization) are non-GAAP measures that exclude the impact of the special items noted in the tables below. See the tables below for amounts.

The year-over-year rental revenue decrease/increase includes the adverse impact of currency. Excluding this impact, year-over-year, rental revenue would have decreased 1.5% for the fourth quarter of 2015 and increased 4.3% for the full year 2015.

On April 1, 2014, the company acquired certain assets of the following four entities: National Pump & Compressor, Ltd., Canadian Pump and Compressor Ltd., GulfCo Industrial Equipment, LP and LD Services, LLC (collectively “National Pump”). National Pump is included in the company's results subsequent to the acquisition date. Excluding the impact of the National Pump acquisition, rental revenue for full year 2015 increased 2.2% year-over-year.

• For the fourth quarter and full year 2015, the company’s Trench Safety and Power & HVAC businesses' rental revenue increased by a combined 12% and 21%, respectively, year-over-year, primarily on a same store basis.

• Return on invested capital was 8.8% for full year 2015, which was flat year-over-year.

• Time utilization decreased 240 basis points year-over-year to 68.2% for the fourth quarter of 2015. Full year time utilization decreased 150 basis points to 67.3%.

• For the fourth quarter of 2015, the company generated $157 million of proceeds from used equipment sales at a gross margin of 46.5%, compared with $156 million of proceeds at a gross margin of 48.7% the prior year. For the full year 2015, the company generated $538 million of proceeds from used equipment sales at a gross margin of 47.6%, compared with $544 million of proceeds at a gross margin of 48.5% for the prior year.4

CEO Comments

Michael Kneeland, chief executive officer of United Rentals, said, "While 2015 proved to be challenging in many ways, it also showcased the resilience and flexibility of our business. Our full year adjusted EBITDA dollars and margin were both records for our company, as was our strong free cash flow after capex. This was a solid performance in light of the decline in upstream oil and gas and its knock-on effects, particularly in Canada."

Kneeland continued, "Although we agree with industry forecasters that there is further growth ahead, there is still market uncertainty. For 2016, our stance is to be cautious on capex and proactive about pursuing profitable growth opportunities in areas such as our specialty rental services. In the first quarter, we plan to spend less than half of the capex we spent in the first quarter last year, and we’ll adjust our full year spend up or down based on the level of demand we experience. We expect to use our nearly billion dollars of free cash flow this year to buy back shares and pay down debt."

2016 Outlook

The company provided the following outlook for the full year 2016:

	2016 Outlook	2015 Actual
Total revenue	$5.65 billion to $5.95 billion	$5.817 billion
Adjusted EBITDA	$2.7 billion to $2.9 billion	$2.832 billion
Year-over-year (decrease) increase in rental rates	(1%) to (2%)	0.5%
Time utilization	Approximately 68%	67.3%
Net rental capital expenditures after gross purchases	Approximately $700 million, after gross purchases of approximately $1.2 billion	$996 million net, $1.534 billion gross
Free cash flow5	$900 million to $1.0 billion	$919 million

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Used equipment sales adjusted gross margin excludes the impact of the fair value mark-up of acquired RSC fleet that was sold.
Free cash flow is a non-GAAP measure as defined in the table below.

Free Cash Flow and Fleet Size

For the full year 2015, free cash flow was $919 million after total rental and non-rental capital expenditures of

$1.636 billion.

The size of the rental fleet was $8.73 billion of original equipment cost at December 31, 2015, compared with $8.44 billion at December 31, 2014. The age of the rental fleet was 43.1 months on an OEC-weighted basis at December 31, 2015, compared with 43.0 months at December 31, 2014.

Share Repurchase Programs

In 2015, the company repurchased $648 million of common stock to complete the $750 million share repurchase program that was announced in December 2014.

In July 2015, the company's board of directors authorized a new $1 billion share repurchase program, which the company intends to complete within 18 months of its initiation in November 2015. The company repurchased $110 million of common stock by year-end 2015 under this share repurchase program.

Return on Invested Capital (ROIC)

Return on invested capital was 8.8% for the year ended December 31, 2015, which was flat year-over-year. The company’s ROIC metric uses after-tax operating income for the trailing 12 months divided by average stockholders’ equity (deficit), debt and deferred taxes, net of average cash. To mitigate the volatility related to fluctuations in the company’s tax rate from period to period, the federal statutory tax rate of 35% is used to calculate after-tax operating income.

During the three months ended December 31, 2015, the company adopted an accounting standard that requires

debt issuance costs to be presented as a direct deduction from the carrying amount of the associated debt liability. This change in accounting results in a reduction in debt which in turn reduces invested capital and slightly increases ROIC. For the ROIC calculation, the company adjusted its previously reported ROIC to reflect the current debt presentation. This accounting change didn't result in significant changes to either ROIC (for the year ended December 31, 2014, the ROIC calculated using the new debt definition of 8.8% didn't change from the previously reported ROIC) or the year-over-year change in ROIC (ROIC for the year ended December 31, 2015, was flat year-over-year under both the old and new debt definitions). When adjusting the denominator of the ROIC calculation to also exclude average goodwill, ROIC was 11.9% for the year ended December 31, 2015, a decrease of 10 basis points from the year ended December 31, 2014. ROIC excluding average goodwill for the year ended December 31, 2014 was 12.0% calculated using the new debt definition as compared to 11.9% as previously reported.

Conference Call

United Rentals will hold a conference call tomorrow, Thursday, January 28, 2016, at 12:00 p.m. Eastern Time. The conference call number is 866-814-8399 (international: 703-639-1366). The conference call will also be available live by audio webcast at unitedrentals.com, where it will be archived until the next earnings call. The replay number for the call is 703-925-2533, passcode is 1668111.

Non-GAAP Measures

Free cash flow, earnings before interest, taxes, depreciation and amortization (EBITDA), adjusted EBITDA, and adjusted earnings per share (adjusted EPS) are non-GAAP financial measures as defined under the rules of the SEC. Free cash flow represents net cash provided by operating activities, less purchases of rental and non-rental equipment plus proceeds from sales of rental and non-rental equipment, and excess tax benefits from share-based payment arrangements. EBITDA represents the sum of net income, provision for income taxes, interest expense, net, depreciation of rental equipment and non-rental depreciation and amortization. Adjusted EBITDA represents EBITDA plus the sum of the merger related costs, restructuring charge, stock compensation expense, net, and the impact of the fair value mark-up of acquired RSC fleet. Adjusted EPS represents EPS plus the sum of the merger related costs, restructuring charge, the impact on interest expense related to the fair value adjustment of acquired

RSC indebtedness, the impact on depreciation related to acquired RSC fleet and property and equipment, the impact of the fair value mark-up of acquired RSC fleet, merger related intangible asset amortization and the loss on repurchase/redemption of debt securities and amendment of ABL facility. The company believes that: (i) free cash flow provides useful additional information concerning cash flow available to meet future debt service obligations and working capital requirements; (ii) EBITDA and adjusted EBITDA provide useful information about operating performance and period-over-period growth; and (iii) adjusted EPS provides useful information concerning future profitability. However, none of these measures should be considered as alternatives to net income, cash flows from operating activities or earnings per share under GAAP as indicators of operating performance or liquidity. Information reconciling forward-looking free cash flow and adjusted EBITDA to GAAP financial measures is unavailable to the company without unreasonable effort.

About United Rentals

United Rentals, Inc. is the largest equipment rental company in the world. The company has an integrated network of 897 rental locations in 49 states and 10 Canadian provinces. The company's approximately 12,700 employees serve construction and industrial customers, utilities, municipalities, homeowners and others. The company offers approximately 3,300 classes of equipment for rent with a total original cost of $8.73 billion. United Rentals is a member of the Standard & Poor's 500 Index, the Barron's 400 Index and the Russell 3000 Index® and is headquartered in Stamford, Conn. Additional information about United Rentals is available at unitedrentals.com.

Forward-Looking Statements

This press release contains forward-looking statements within the meaning of Section 21E of the Securities Exchange Act of 1934, as amended, and the Private Securities Litigation Reform Act of 1995, known as the PSLRA. These statements can generally be identified by the use of forward-looking terminology such as "believe," "expect," "may," "will," "should," "seek," "on-track," "plan," "project," "forecast," "intend" or "anticipate," or the negative thereof or comparable terminology, or by discussions of vision, strategy or outlook. These statements are based on current plans, estimates and projections, and, therefore, you should not place undue reliance on them. No forward-looking statement can be guaranteed, and actual results may differ materially from those projected. Factors that

could cause actual results to differ materially from those projected include, but are not limited to, the following: (1) the challenges associated with past or future acquisitions, such as undiscovered liabilities, costs, integration issues and/or the inability to achieve the cost and revenue synergies expected; (2) a slowdown in North American construction and industrial activities, which occurred during the economic downturn and significantly affected our revenues and profitability, could reduce demand for equipment and prices that we can charge; (3) our significant indebtedness, which requires us to use a substantial portion of our cash flow for debt service and can constrain our flexibility in responding to unanticipated or adverse business conditions; (4) the inability to refinance our indebtedness at terms that are favorable to us, or at all; (5) the incurrence of additional debt, which could exacerbate the risks associated with our current level of indebtedness; (6) noncompliance with covenants in our debt agreements, which could result in termination of our credit facilities and acceleration of outstanding borrowings; (7) restrictive covenants and amount of borrowings permitted under our debt agreements, which could limit our financial and operational flexibility; (8) an overcapacity of fleet in the equipment rental industry; (9) a decrease in levels of infrastructure spending, including lower than expected government funding for construction projects; (10) fluctuations in the price of our common stock and inability to complete stock repurchases in the time frame and/or on the terms anticipated; (11) our rates and time utilization being less than anticipated; (12) our inability to manage credit risk adequately or to collect on contracts with customers; (13) our inability to access the capital that our business or growth plans may require; (14) the incurrence of impairment charges; (15) trends in oil and natural gas could adversely affect demand for our services and products; (16) our dependence on distributions from subsidiaries as a result of our holding company structure and the fact that such distributions could be limited by contractual or legal restrictions; (17) an increase in our loss reserves to address business operations or other claims and any claims that exceed our established levels of reserves; (18) the incurrence of additional costs and expenses (including indemnification obligations) in connection with litigation, regulatory or investigatory matters; (19) the outcome or other potential consequences of litigation and other claims and regulatory matters relating to our business, including certain claims that our insurance may not cover; (20) the effect that certain provisions in our charter and certain debt agreements and our significant indebtedness may have of making more difficult or otherwise discouraging, delaying or deterring a takeover or other change of control of us; (21) management turnover and inability to attract and retain key personnel; (22) our costs being more than anticipated and/or the inability to realize expected savings in the amounts or time frames planned; (23) our dependence on key suppliers to obtain equipment and other supplies for our business on acceptable terms; (24) our inability to sell our new or used fleet in the amounts, or at the prices, we expect; (25) competition from existing and new competitors; (26) security breaches, cybersecurity attacks and other significant disruptions in our information technology systems; (27) the costs of complying with environmental, safety and foreign laws and regulations, as well as other risks associated with non-U.S. operations, including currency exchange risk; (28) labor difficulties and labor-based legislation affecting our labor relations and operations generally; and (29) increases in our maintenance and replacement costs and/or decreases in the residual value of our equipment. For a more complete description of these and other possible risks and uncertainties, please refer to our Annual Report on Form 10-K for the year

ended December 31, 2015, as well as to our subsequent filings with the SEC. The forward-looking statements contained herein speak only as of the date hereof, and we make no commitment to update or publicly release any revisions to forward-looking statements in order to reflect new information or subsequent events, circumstances or changes in expectations.

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