

UBS Conference October 2006



Boom's service offer & Business profile 2006

Service Offer

- Provide tailored integrated lifting solutions to clients incorporating

Hydraulic mobile crane hire	(Wet/ Dry Hire)	Over 500
Tower Cranes	(Dry Hire)	38
Travel Tower	(Wet/ Dry Hire)	300
Access Equipment		>2,000
Rigging Services		
Heavy Haulage Transport		
Lifting Engineering Services		
New & Used Crane Sales		

- National Depot Network 52
- Employees 1,300
- Brands



Providers of lifting solutions to Australia

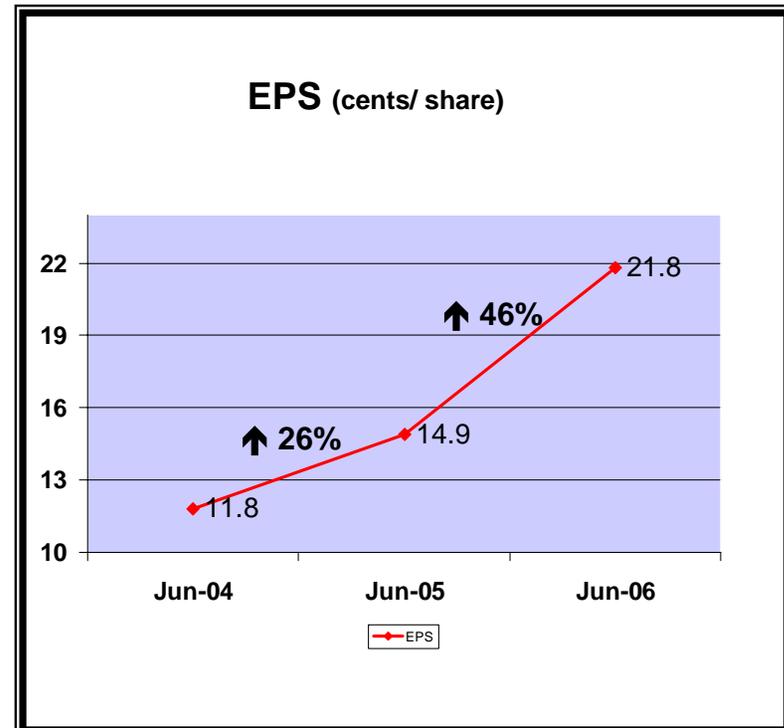
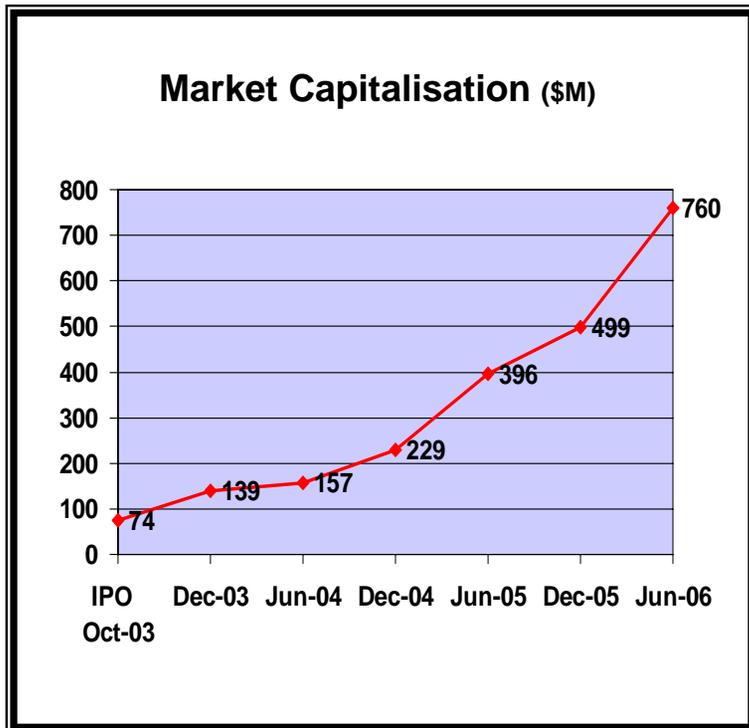
FY2006 Highlights

- Strong full year result

	Actual
Revenue	\$253.8m
EBITDA	\$76.4m
EBITDA %	30.1%
NPAT	\$33.1m
NPAT%	13.1%
EPS	21.8c
DPS	10.4c

- Underlying full year organic growth rate of 13%
- Acquisition of Sherrin Hire for \$130m – August 2005
- Entry into ASX 200 – March 2006
- Acquisition of Camilleri Industries, Queensland for \$27.5m – April 2006
- Final dividend of 5.2 cents (fully franked) payable 21 September 2006

Market Capitalisation/ EPS

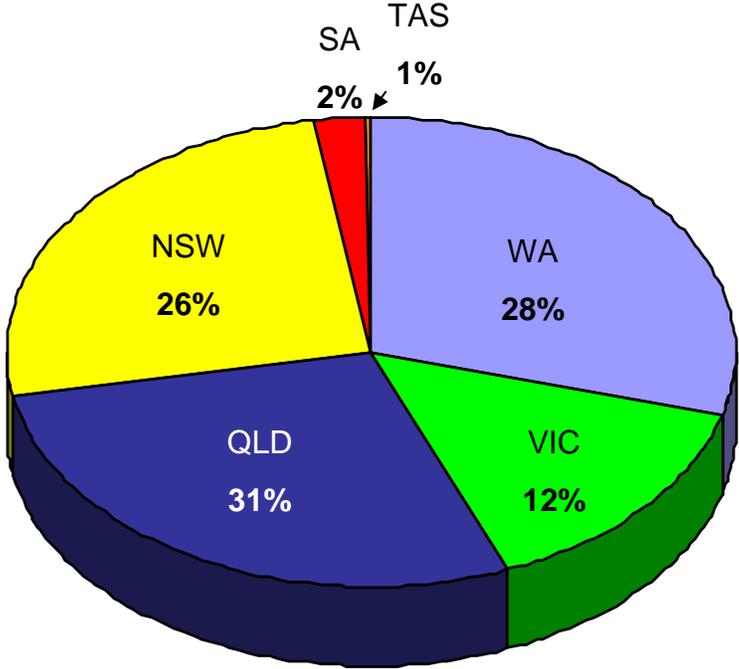
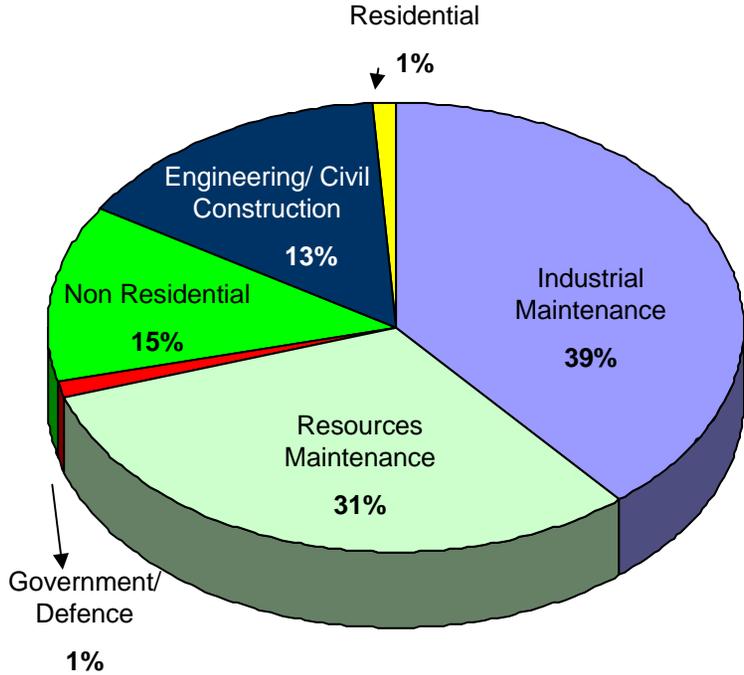


Revenue Segmentation – FY06

Market Segmentation

Geographic Segmentation

“Diverse and balanced revenue streams”



Blue Chip Client Base

100% = \$253.8M FY06 revenue

- BlueScope Steel
- BHP Billiton
- Caltex
- BP
- Mobil
- Illuka Resources
- Alcoa
- Ergon Energy
- Coal & Allied
- Rio Tinto

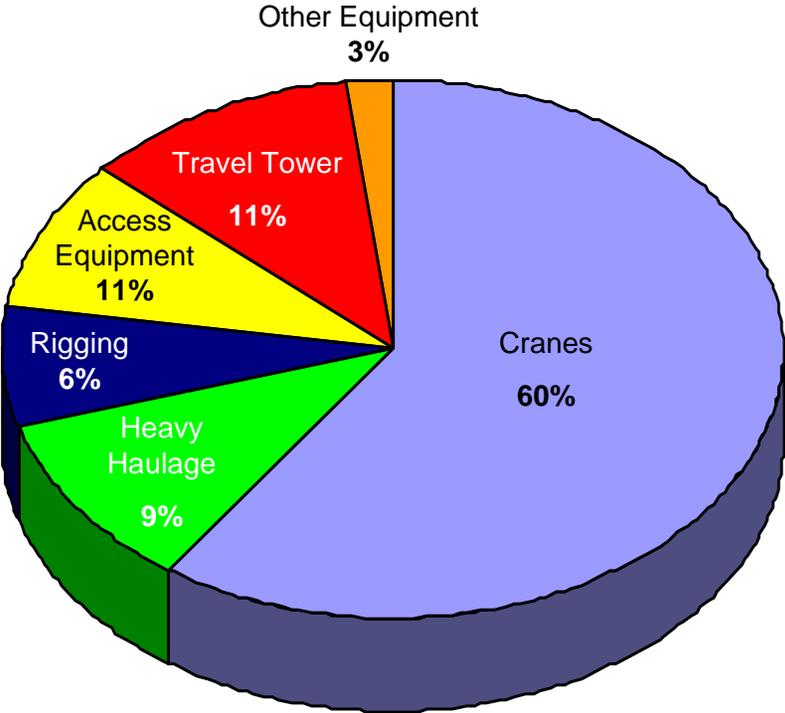


Providers of Lifting Solutions to Australia



Revenue Segmentation – FY06

Segmentation by Equipment



Wet Hire/ Dry Hire



- Unique bundled service offering
- Tailored solutions
- Equipment flexibility (not industry specific)
- Maintainable earnings base

Boom Logistics
National Presence



Strategy

- Continue to invest in organic and acquisitive growth opportunities.
- Continue to deepen our service offer.
- Differentiate through quality service, risk management expertise and scale.
- Continue to focus on Blue Chip long term relationships
- Maintain the diversity of our portfolio
 - geographical
 - end user markets
 - customer segmentation
- Growth focused in the maintenance and engineering infrastructure construction sectors.
- Selective exposure to the building construction sector.
- Continue to apply disciplined approach to capital management
 - After tax IRR of greater than 12%
 - Acquisitions to be EPS positive and strategically aligned.

James Group acquisition

James Group

Background

- Formed in 1954
- Services provided:
 - **70 dry hire cranes** – 7 tonne to 70 tonne (avg age – 9 years)
 - **Crane sales – new Tadano cranes and used cranes**
- FY06 Revenue - \$ 44.0 m (\$7m dry hire, \$37m crane sales)
- FY06 EBITDA - \$12.4m (28%)
- Operates nationally from bases in Vic, Qld & WA
- Employs 15 staff



James Group

Acquisition details

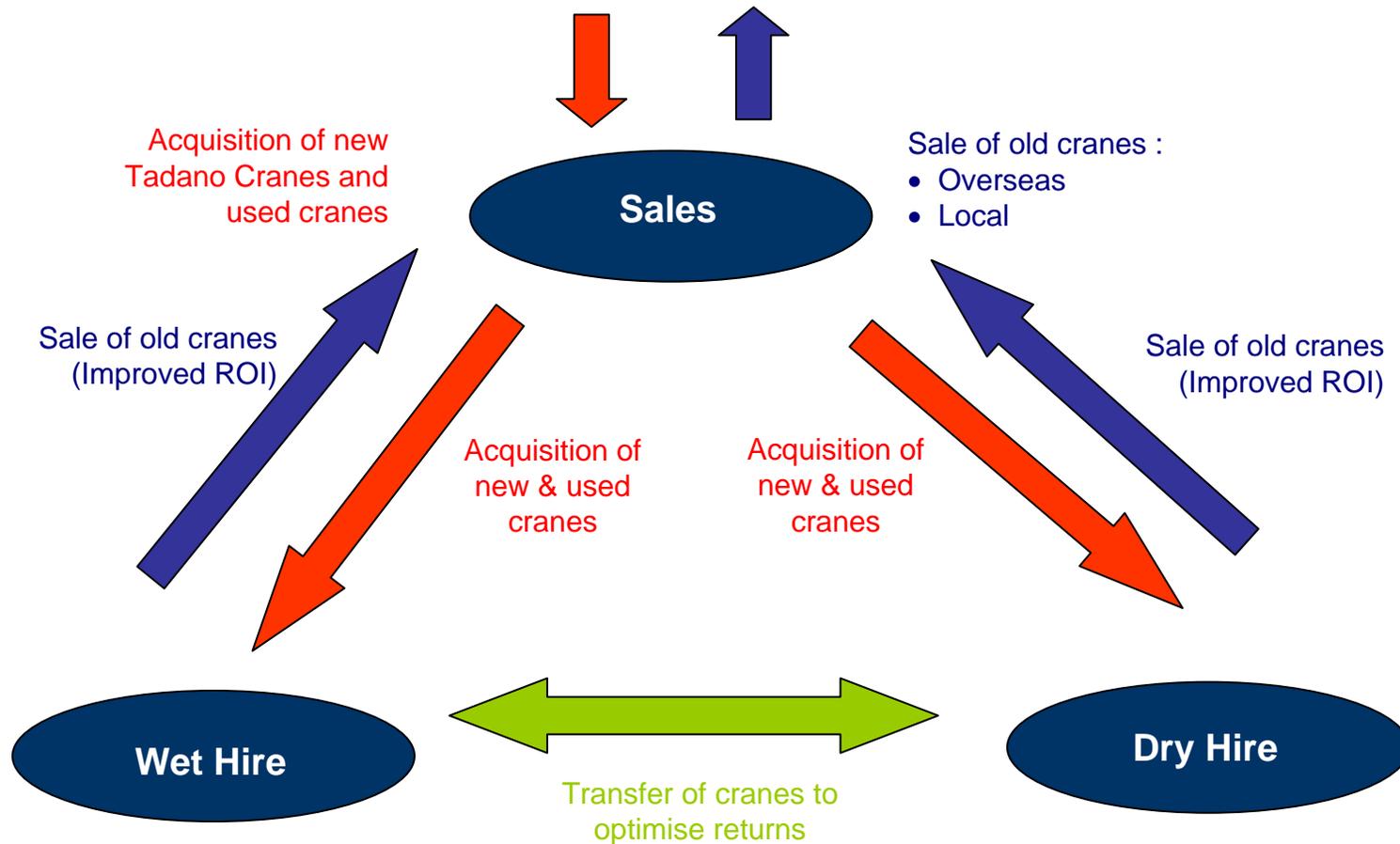
- Purchase price → \$60m
- EV/ EBITDA → 4.8 times
- Settlement date → 1st August 2006
- Brendan James (principal) will be retained on a min 12 month contract (Restrictive covenant applicable)

James Group

Benefit Summary

1.  rev of \$44m @ 28% EBITDA based on an EV/EBITDA of 4.8x
2. Synergy benefits – internal & external

James Group – Business Model



DELIVERING TAILORED CUSTOMER SOLUTIONS

Benefits – New Crane Sales

INTERNAL	EXTERNAL
<ul style="list-style-type: none">• Exclusive “Australia wide” licence to sell <u>new</u> Tadano cranes• Boom fleet configuration<ul style="list-style-type: none">– 25% of fleet – are Tadano truck mounted cranes– 33% of fleet (incl. Tadano) – are interchangeable Japanese truck mounted cranes– 70% of fleet – Tadano capable of servicing Boom’s requirement post the recent introduction of its “ALL TERRAIN’ crane series• Boom will buy fleet replacement/ additions at wholesale and <u>not</u> retail prices <p><u>Benefits</u> ↓depreciation & ↑ profit Enhanced buying power to ↑ ROI</p>	<p><u>Existing benefits</u></p> <ul style="list-style-type: none">• Provision of quality Tadano cranes• Lead time support for new cranes via Dry Hire fleet <p><u>New benefits</u></p> <ul style="list-style-type: none">• Expanded range of fleet including the new ‘All Terrain’ crane series• Extended distribution for ‘sales’ and ‘spare parts’ via Boom Logistics network• Provision of after sales service

Benefits – Used Cranes Sales

INTERNAL	EXTERNAL
<ul style="list-style-type: none">• Ability to buy and sell 2nd hand cranes via an <u>internal</u> wholesale capability <p><u>Benefits</u></p> <ul style="list-style-type: none"><input type="checkbox"/> Acquisition of all types of late model 2nd hand cranes at wholesale prices<input type="checkbox"/> Disposal of older cranes domestically without wholesaler discount<input type="checkbox"/> Disposal of older cranes offshore into international markets eg. India, Pakistan, etc	<ul style="list-style-type: none">• Extends Boom’s customer base• Deepens Boom’s service offer• Improved market intelligence

Benefits – Spare Parts (Tadano cranes)

INTERNAL	EXTERNAL
<ul style="list-style-type: none">• Exclusive Australia wide licence to sell new Tadano spare parts<ul style="list-style-type: none">– Boom's R&M expense = 8% of revenue– Approx. 50% of Boom's R&M expense = spare parts– Boom will buy 'Tadano spare parts' as required at wholesale not retail prices. <p>Benefits ↓ R&M expense & ↑ profit</p>	<ul style="list-style-type: none">• Extended distribution of spare parts via Boom Logistics national network.

Benefits – Dry Hire Fleet

INTERNAL	EXTERNAL
<ul style="list-style-type: none">• Rotate dry hire fleet nationally to manage peak client demand• Provide certainty of supply for bid process for new work• Supplement existing wet hire cranes to existing customers.	<ul style="list-style-type: none">• ↑ capacity to meet customer needs• Crane sales support• Lead time support for new cranes via dry hire fleet

Flying squad of cranes

Boom Logistics
National Presence

- Boom Logistics
- Sherrin Hire
- James Group



Supporting wet hire operations

In Summary - Benefits

- \$44m rev @ 28% on 4.8x EV/EBITDA

Crane Sales

- Procurement benefits – cranes & spare parts
- Divestment benefits – domestically & off shore
- ↑ crane range - ↑ sales & use
- Broaden our current service offer
 - ➔ Improved ROI and profitability

Dry Hire

- ↑ capacity to meet customer demand
- Peak demand customer management
- Lead time support for new cranes
 - ➔ Improved sales and profitability

Market Outlook

Market Outlook

- Sector analysis – overall positive outlook
 - Industrial sector - strong
 - Resources sector - strong
 - Engineering construction - strong
 - Non residential - solid
 - Residential sector - slowed
- FY07 organic growth prospects – circa 10%.
- Replacement capex inline with our depreciation expense circa \$29m
- Internal growth capex is individually assessed as required
- Further acquisitions expected this financial year
 - Over 1,200 Crane Hire companies
 - Outsourcing opportunities
 - Other Sherrin Hire type businesses

Market Outlook

Key macro drivers:

- Strong demand to continue for key sectors for the next 2-3 years.
- Resources demand will continue to be stimulated by China's ongoing requirement for commodity and infrastructure inputs.
- Engineering/ construction demand will be fuelled by a pipeline of Australian public and private infrastructure investments.
- Industrial maintenance demand will be driven by the tight global supply/ demand balance in the petroleum and metal markets.

Key sector outlook:

- Mining - ↑ production / investment in resources over the next 2 – 3 years.
- Industrial - ↑ activity from energy producers eg. Petro-chemical and electricity sectors.
- Engineering construction - ↑ activity – roads, ports, rail and infrastructure.
- Residential construction - activity will remain at subdued levels over the next 2 years.

Questions

Contact Details

Rod Harmon
Managing Director

Mark Lawrence
Finance Director

Address: Level 12, 390 St Kilda Road
MELBOURNE VIC 3004

Phone: (03) 9864 0200

Fax: (03) 9864 0222