

# 1H FY24 Financial Results

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ASX: BOL

# Today's Presenters and Agenda



**Ben Pieyre**

Chief Executive Officer



**Manny Bikakis**

Chief Financial Officer

- 01 1H FY24 Highlights
- 02 1H FY24 Financial and Operational Performance
- 03 Strategic Update
- 04 FY24 Outlook

# 1H FY24 Key Highlights



## Financial

- Revenue of \$129.7m, up \$30.2m or 30% on 1H FY23 (pcp) driven by strong growth in the resources and infrastructure sectors
- EBITDA \$24.3m up \$4.3m or 22% (pcp)
- NPAT \$3.8m, +\$3.0m on 1H FY23 (pcp)
- New Finance Facilities of \$145m in place with 48% drawn
- Gearing Ratio of 38.9% (up 0.9%)



## Strategic Execution

- Labour efficiency increase to 86%
- Asset Utilisation improvement to 88%
- Weighted average age\* of our fleet is 7.4 years (7.3 years pcp), based on current estimated value

\* Previous methodology based on Asset Age only



## Operations

- One Lost Time Injury (LTI) and TRIFR of 2.6 per million hours worked
- Labour Efficiency of 86% (81% pcp)
- Asset Utilisation of 88% (81% pcp)
- Over \$40m of new and re-signed contracts in 1H FY24, including re-signing of a significant Hunter Valley Central Queensland customer contract



## Shareholder Value









- Share Buyback returned \$0.2m
- Unmarketable Parcels Sale Facility launched

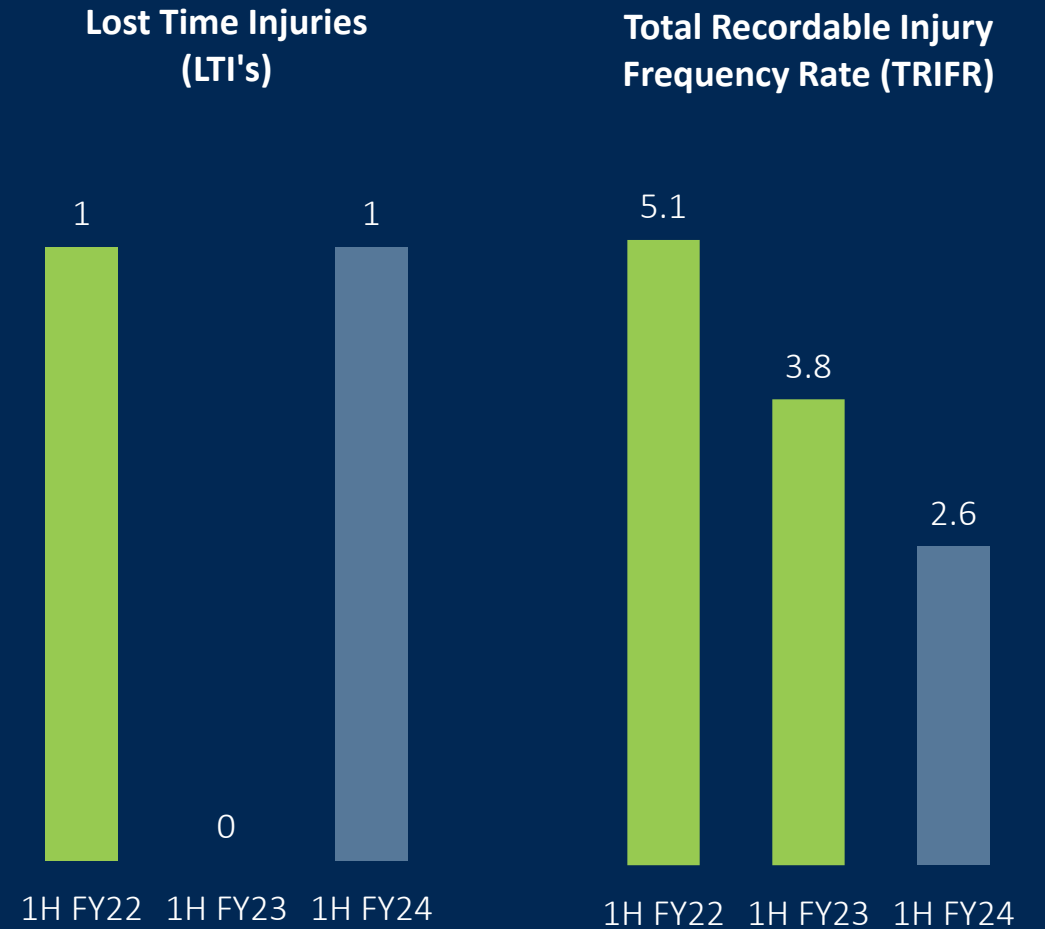
# Safety

## Positive safety culture across the business

- One Lost Time Injury (LTI) in 1H FY24.
- TRIFR of 2.6 per million hours worked in 1H FY24, an improvement on pcp
- Boom’s safety performance is a key operational metric, with ongoing focus on SAOs and on-site interactions with staff

## Boom Life Saving Rules

 <p>Always conduct a risk management activity before starting a task. <b>1</b></p>	 <p>Protect yourself from energy sources: avoid, de-energise, isolate, tag. <b>5</b></p>
 <p>Never work in the 'line of fire'. <b>2</b></p>	 <p>Never work without protection if you could fall. <b>6</b></p>
 <p>Always check the ground for slope, stability and underground hazards. <b>3</b></p>	 <p>Always confirm you are fit and your equipment and work environment are safe. <b>7</b></p>
 <p>Only operate equipment if trained and authorised. <b>4</b></p>	 <p>If you cannot control the risk STOP THE JOB. <b>8</b></p>



## **1H FY24**

# Financial and Operational Performance

# Key Market Performance in 1H FY24



## Resources

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- Revenue up 27% on the pcp driven by growth from key customers
- Positive growth in 1H. This should be balanced against future potential slowdown in activity due to commodity price weakening, specifically nickel and alumina, which has the potential to impact activity levels with some of our end customers



## Infrastructure

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- Revenue was up 29% vs the pcp driven by a number of key projects, including Snowy 2 project in New South Wales, Cross River Rail project in Queensland and WA Infrastructure projects



## Renewables

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- Revenue was up 59% on the pcp, primarily due to a combination of the commencement of activity at the Clarke Creek Wind Farm and underlying growth from energy customers
- We are seeing increased activity in this market, with a number of opportunities progressing



## Industrials

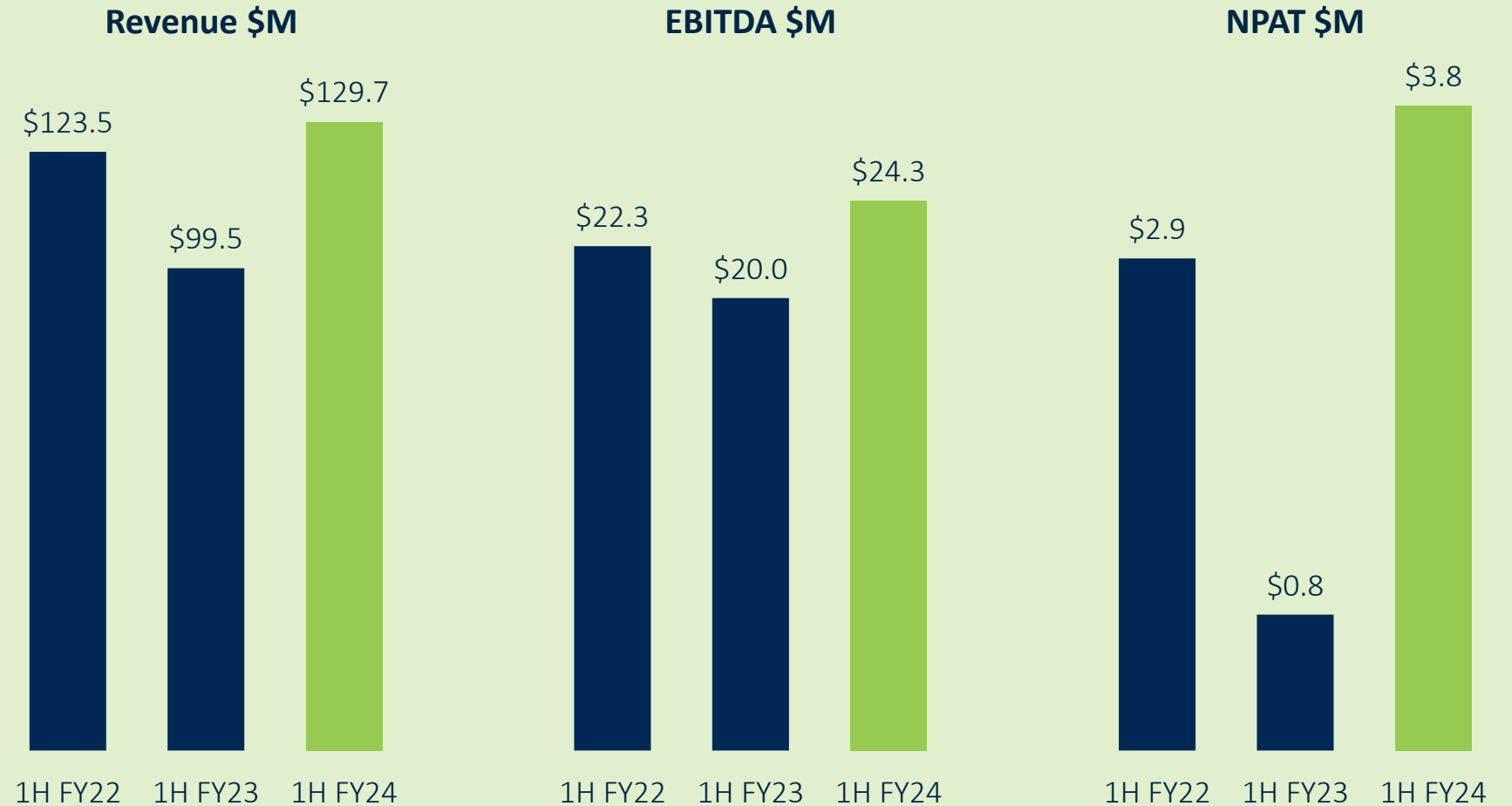
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- Revenue up 8% compared to pcp on the back of higher activity across the general market

# Profit and Loss Results

## Revenue, EBITDA and NPAT

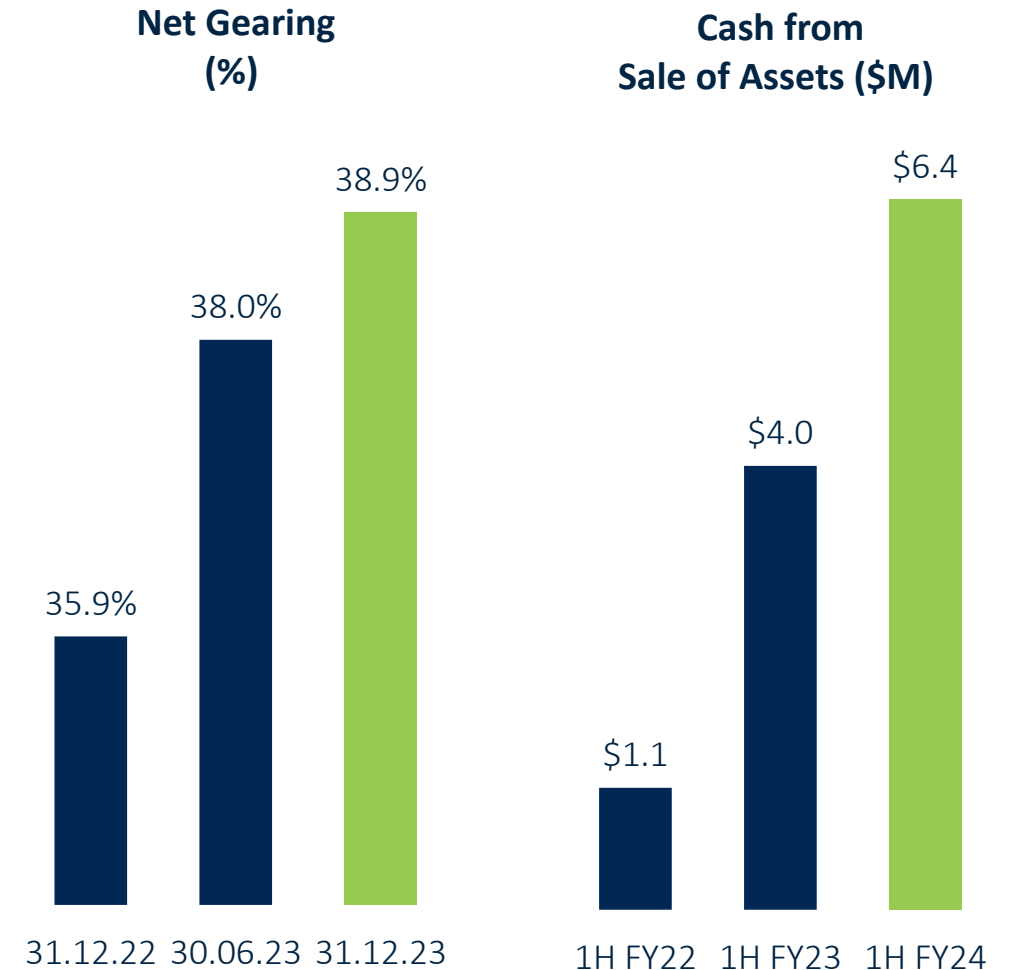
- 1H FY24 Revenue of \$129.7m, up \$30.2m driven by a combination of project commencements and strong growth in the resources and infrastructure sectors
- 1H FY24 EBITDA of \$24.3m, up \$4.3m
- Profit on sale of assets for 1H FY24 of \$0.5m
- NPAT of \$3.8m up \$3.0m on pcp



# Balance Sheet and Cash

## Strong Net Assets and Cash generation used to fund growth

- Capex for 1H FY24 was \$14.9m with asset disposals of \$6.4m. Net Capex of \$8.5m. Further asset sales earmarked for FY24
- New debt and lease financing facilities of \$145m are now in place, of which 48% has been drawn as at 31 Dec 2023
- Gearing Ratio of 38.9%, up 0.9% on 31st of December 2023. This is in line with the company's target range of 35% - 45%
- Net Assets of \$109.2m, a change of \$3.7m vs. 31 Dec 2023
- Proceeds from Asset sales \$6.4m in 1H FY24, with further asset sales earmarked for FY24
- Cash from Operations of \$18.6m which was utilised to pay down debt and fund new crane purchases
- Share Buyback returned \$0.2m





**FY24**

Strategy Update  
and FY24 Outlook

# Strategic Execution

## BOL continues to execute against the refreshed strategic initiatives

Strategic Focus	Target	Execution in 1H FY24
ESG and People Capability	Focus on safety, talent and environmental impacts	<ul style="list-style-type: none"> <li>• One Lost Time Injury (LTI).</li> <li>• TRIFR of 2.6 per million hours worked</li> </ul>
Sector-Focused Profitable Growth	Enhanced Customer relationships and right capability to ensure sustainable financial returns	<ul style="list-style-type: none"> <li>• Resource Revenue up 27% vs pcp</li> <li>• Renewables Revenue up 59% vs pcp</li> <li>• Infrastructure Revenue up 29% vs pcp</li> <li>• Industrials Revenue up 8% vs pcp</li> </ul>
Asset Regeneration and Efficiency	Investment in right assets for key markets in key locations to maximise efficiency	<ul style="list-style-type: none"> <li>• Weighted average age* of our fleet is 7.4 years (7.3 years pcp) based on est. value</li> <li>• Labour efficiency increase to 86% (81% pcp)</li> <li>• Asset utilization of 88% (81% pcp)</li> <li>• Continuing to sell redundant and obsolete assets</li> </ul> <p style="text-align: right;"><i>* previous methodology based on Asset Age only</i></p>
Shareholder Value	Strengthen balance sheet and shareholder returns through efficient use of capital	<ul style="list-style-type: none"> <li>• Strategy implemented to return 40% - 60% of previous 2 years' rolling average Operating NPAT, through the execution of an on-market share buy-back</li> <li>• Buyback to date has returned \$0.2m</li> <li>• Unmarketable share parcels to be bought back in second half FY24</li> </ul>



# Market Opportunities

Strong demand across all key segments with recent new contract win to drive performance



- Customer expansion in QLD and WA.
- Continued focus on our broad offering in crane services including skilled shutdown services and engineering solutions



- Strong pipeline with 4,000+ new onshore wind turbines\* and 10,000km of interconnectors planned to be installed across Australia over the next 10 years
- Growth in ongoing maintenance in the wind farm sector, with over 3,500 turbines\* currently operating in Australia



- Long term major NSW project is expected to be back to full capacity in FY24
- New infrastructure projects secured across Australia
- Strong tender pipeline across road infrastructure, civil engineering, rail and tunnel projects



- Demand in the Industrials and Telecommunications sector are expected to remain stable for the next few years

\* Source: IBISWorld (total industry projected spend)

## FY24 Priorities

**Execution of Boom's strategic plan of optimising asset, resource utilisation, improving profitability and cash generation**



Execution of recent contract wins and commencement of delayed projects expected to continue to grow the underlying business



Continue to convert the strong tender activity across all sectors and grow pipeline of new work



Re-investment in the business to increase competitive advantage, tender for significant projects



Continue focus on labour efficiency, recovery and charge-outs to ensure value for higher skilled labour force



Ongoing focus maximising return on capital employed and creating value for shareholders.

**FY24 guidance updated with Revenue over \$235m (previously \$225 to \$235m) and NPAT over \$5.5m (previously over \$5.0m)**



# Appendix 1

## Operations



# Our Profile

## Our Mission

At Boom, we deliver safe lifting solutions, with scale and precision, every time. Managing risk and complexity with confidence – that’s the promise we make to our customers



## Our Business

**750**  
employees, 400 full-time  
and 350 flexible workforce

**14**  
depots across Australia

**350**  
assets in all sizes up to  
750 tonnes capacity

## Our Operating Segments



Resources



Renewables



Infrastructure



Industrials



# People, Values and Community

We are a full service 'Wet Hire' Company. Our people drive our business

**Our Values** differentiate our business. They guide our decisions, our behaviours and the way we do business.



**Our Communities** wherever possible we employ locals to support localised community prosperity in the areas we operate.

**Our People** are our strength. We strive to retain and recruit the best talent to ensure safety, performance and growth including our commitment to advance diversity across our business.



# Environment

## Participating in the transition to a low carbon future

- Transitioned to an overarching ESG framework governed by ESG charter, formalising our commitment to sustainable initiatives to reduce our carbon footprint and emission targets
- Our first electric power optioned “E-Power Pack” mobile crane delivered in 2H FY23
- We are working closely with key suppliers to introduce new hybrid cranes into Australia
- We are expanding work in the renewable energy sector, installing wind turbines and maintaining wind farm assets
- We continue to work towards our goal of becoming a zero emissions business





## **Appendix 2**

### 1H FY24 Financial Statements

# Profit and Loss

	31-Dec-23	31-Dec-22	Change	Change
	\$'m	\$'m	\$'m	%
Revenue	129.7	99.5	30.2	30%
Operating Costs	(105.4)	(79.5)	(25.9)	33%
<b>EBITDA</b>	<b>24.3</b>	<b>20.0</b>	<b>4.3</b>	<b>22%</b>
Depreciation and Amortisation	(17.3)	(16.7)	(0.6)	4%
<b>EBIT*</b>	<b>7.0</b>	<b>3.3</b>	<b>3.7</b>	<b>112%</b>
Profit / (loss) on Sale of Assets	0.5	(0.3)	0.8	
Net Borrowing Costs	(3.7)	(2.2)	(1.5)	68%
<b>NPAT</b>	<b>3.8</b>	<b>0.8</b>	<b>3.0</b>	<b>375%</b>

\* EBIT excludes profit / (loss) on sale of assets



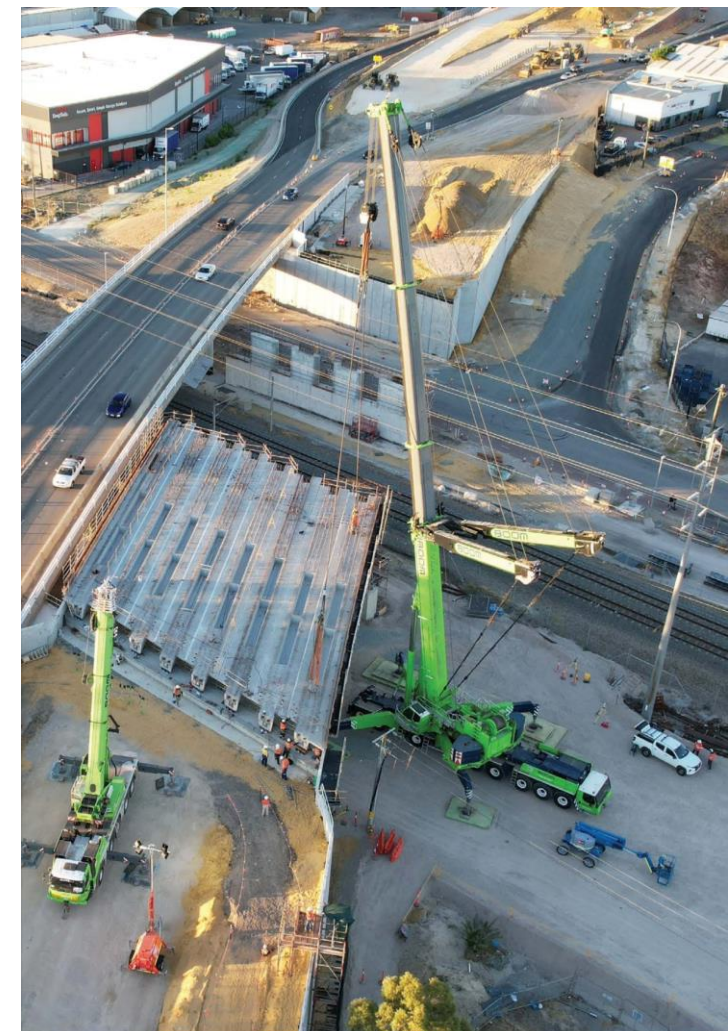
# Balance Sheet



	31-Dec-23	30-Jun-23	Change
	\$'m	\$'m	\$m
Cash	2.4	2.4	0.0
Trade and Other Receivables	48.5	47.7	0.8
Assets Held for Sale	4.6	8.7	(4.1)
Other Assets	5.4	4.0	1.4
Property Plant and Equipment	82.7	82.5	0.2
Right of Use Asset	72.6	61.9	10.7
<b>Total Assets</b>	<b>216.2</b>	<b>207.2</b>	<b>9.0</b>
Payables	20.9	19.1	1.8
Borrowings and Finance Leases	44.7	45.8	(1.1)
Other Lease Liabilities	23.7	17.8	5.9
Employee Provisions	10.3	9.6	0.7
Other Liabilities	7.4	9.4	(2.0)
<b>Total Liabilities</b>	<b>107.0</b>	<b>101.7</b>	<b>5.3</b>
<b>Net Assets</b>	<b>109.2</b>	<b>105.5</b>	<b>3.7</b>
<b>Gearing = Net Debt (Debt + BG - Cash) / Net Debt + Net Assets</b>	<b>38.9%</b>	<b>38.0%</b>	
<b>NTA (cents per share)</b>	<b>0.26</b>	<b>0.26</b>	

# Cash Flow

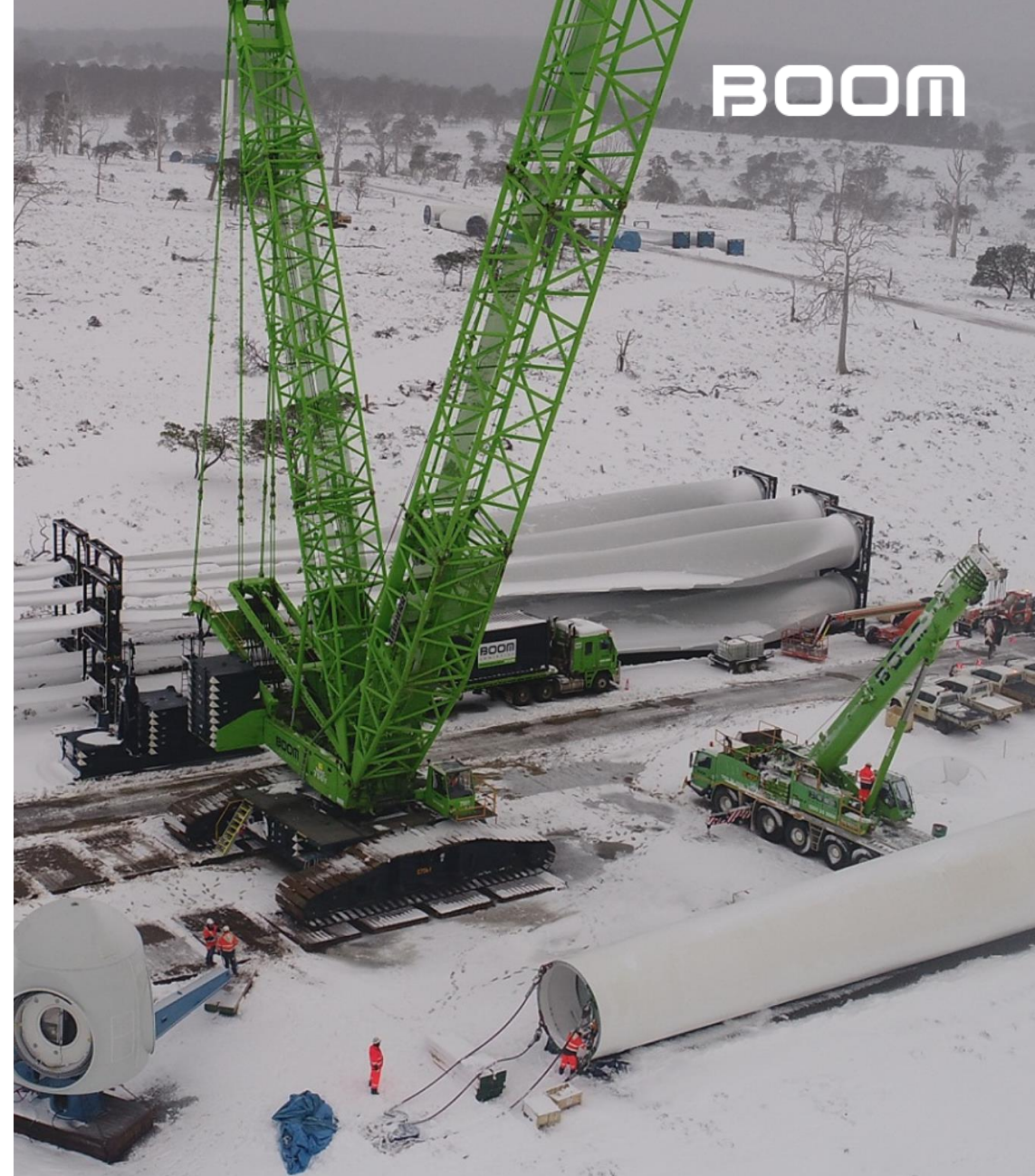
	31-Dec-23	31-Dec-22	Change
	\$'m	\$'m	\$m
EBITDA	24.3	20.0	4.3
Movement in working capital	(2.6)	1.3	(3.9)
Interest paid (cash net of interest received)	(3.1)	(2.1)	(1.0)
<b>Cash flow from operations before tax</b>	<b>18.6</b>	<b>19.2</b>	<b>(0.6)</b>
Income tax (paid)	0.0	0.0	0.0
<b>Net cash provided by operating activities</b>	<b>18.6</b>	<b>19.2</b>	<b>(0.6)</b>
Purchase of plant and equipment	(8.2)	(3.7)	(4.5)
Proceeds from the sale of plant and equipment	6.4	4.0	2.4
<b>Net cash (used in) / provided by investing activities</b>	<b>(1.8)</b>	<b>0.3</b>	<b>(2.1)</b>
Net drawdown / (repayment) of borrowings	(2.1)	(7.4)	5.3
Payment of lease liabilities	(14.6)	(12.3)	(2.3)
Payments for shares bought back	(0.2)	0.0	(0.2)
<b>Net cash used in financing activities</b>	<b>(16.9)</b>	<b>(19.7)</b>	<b>2.8</b>





# Disclaimer

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The logo for Boom Logistics Limited, featuring the word "BOOM" in a bold, blue, sans-serif font. The letter "O" is stylized with a horizontal line through its center.

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