# **Appendix 4E**

# Preliminary Final Report to the Australian Stock Exchange

Name of Entity	Boom Logistics Limited
ABN	28 095 466 961
Financial Year Ended	30 June 2011
Previous Corresponding Reporting Period	30 June 2010

# Results for Announcement to the Market

		\$20	00	Percentage increase /(decrease) over previous corresponding period
Revenue from continuing operations			332	9.6%
(Loss) from continuing operations after tax			779)	(560.1%)
Net (loss) for the period attributable to members			748)	(677.1%)
Dividends (distributions)			ed amount per security	
Final Dividend	nil		nil	
Interim Dividend	nil		nil	
Record date for determining entitlements to the dividends (if any)		1	NA	1

Brief explanation of any of the figures reported above necessary to enable the figures to be understood:

The Group reported an after tax loss of \$37.7 million for the financial year.

This result included one-off restructuring costs and non-cash impairments after tax of \$43.1 million. When added back, this results in a trading net profit after tax of \$5.4 million (30 June 2010 – trading net profit after tax of \$4.1 million).

# **Dividends**

Date the dividend is payable	NA
Record date to determine entitlement to the dividend	NA
Amount per security	nil
Total dividend	nil
Amount per security of foreign sourced dividend or distribution	NA
Details of any dividend reinvestment plans in operation	NA
The last date for receipt of an election notice for participation in any dividend reinvestment plans	NA

**NTA Backing** 

	Current Period	Previous corresponding period
Net tangible asset backing per ordinary security (cents per share)	\$0.49	\$0.53

# Other Significant Information Needed by an Investor to Make an Informed Assessment of the Entity's Financial Performance and Financial Position

All restructuring and one-off non-cash impairments set out below are stated pre-tax.

# **Boom Sherrin**

The Boom Sherrin business is being restructured to deliver a stronger outcome for the Group. The company's investment focus on the core business of cranes and travel towers means that future investment in the low end access and general hire business will be minimal. Given the declining asset base associated with low end access and general hire equipment significant non-cash impairments have been recognised.

These non-cash impairments are as follows:

- An impairment of goodwill within Boom Sherrin of \$18.269m; and
- An impairment of assets of \$19.142m.

Looking to the future, Boom Sherrin will seek to maximise cash flows from low end access and general equipment hire in a zero capital investment environment by:

- aligning infrastructure with the reduced asset base;
- re-deploying productive assets to higher yield areas; and
- disposing of unproductive assets to maximise cash flow contribution.

The investment in travel towers will continue with new investment targeted to deliver a return on capital of greater than 20%.

Other asset impairments within Boom Sherrin related to:

- Assets scheduled for sale of \$1.659m; and
- The write down of damaged components within the 18m Glove & Barrier Insulated Elevated Work Platforms (G&B Units) of \$3.727m.

As a consequence of the write down of the damaged components within the G&B Unit fleet, the repair costs incurred in 2012 and beyond will be capitalised when they are incurred as they will result in future economic benefits.

# James Group - Crane Sales and Services

The James Group comprised the Group's crane sales and maintenance businesses through the James Equipment and GM Baden entities.

The exit of the James Equipment crane sales business was announced on 29 October 2010 and the exit has been successfully completed with associated restructuring costs of \$2.047m recognised during the financial year. The James Equipment business is disclosed as a discontinued operation in these financial statements with prior period comparatives adjusted where required (refer notes 3(aa) and 36 to the consolidated financial statements).

The Group has also made the decision to exit the GM Baden maintenance business and it is expected that the exit of this business will be completed by September 2011. This has resulted in the write off of goodwill in GM Baden of \$1.354m and a provision for restructuring costs of \$1.515m, both of which have been recognised during the financial year.

### Other restructuring and non-cash impairments

The other restructuring and non-cash impairments reflected in the financial results are:

- The Melbourne Mobile exit announced in first half of FY2011 \$0.541m;
- Other restructuring costs announced in first half of FY2011 \$0.436m; and
- Assets scheduled for sale of \$3.366m.

#### National Office restructure

Over the last three years the National Office team has worked to improve processes and systems devolving increased capabilities to the Business Units. The successful progress of these initiatives has led to a review of National Office structure and its headcount.

General Managers in the business will now report directly through to the Chief Executive. A flattening of the business structure will deliver indirect labour cost savings of \$1.5m.

This change brings the total redundancy and restructuring costs associated with National Office to \$1.039m for the financial year.

# Current asset deficiency

Boom announced to the market that it had successfully obtained financing approval for a \$150 million 3 year revolving debt facility on 30 June 2011. However as documentation was not finalised, the debt associated with the refinancing was disclosed as a current liability at 30 June 2011. Following the finalisation of the facility documents and first draw on 17 August 2011, the debt has been reclassified as non-current and at the date of this report the current asset deficiency no longer exists.

# Commentary on the Results for the Period

# Significant features of operating performance:

# **Crane Logistics**

The crane logistics business experienced continued strong demand in its key market segments of resources, energy, utilities and infrastructure. Boom's core business is largely aligned with the fastest growing sectors of our economy with an established national footprint including the Bowen Basin, Hunter Valley and the North West. Momentum in these regions is underpinned by Boom's exposure to major expansion plans and projects through blue chip customers including Rio, BHP and Gorgon.

The Group's core business of crane logistics showed continuing improvement despite the impacts of severe weather events in Queensland and Western Australia. Revenue increased by 17% compared to the prior year with a corresponding 52% increase in earnings before interest and tax.

Key events during the year included:

- 27% and 47% revenue growth in the resources and energy markets respectively;
- the re-signing of key contracts including BHP Mitsubishi Alliance ("BMA"). BMA is Boom's largest customer and this 3 year contract is for an expanded range of services;

- increased revenue in the energy sector with progress in both LNG and wind. This years successes included the early completion of the Suzlon AGL Oaklands Hill wind farm, Boom's first major wind farm construction project; and
- severe weather events impacted cash flows and restricted capital. This required cross hire to meet work commitments resulting in reduced margins.

### Strategic focus continues

The Group's continued focus on its core business and the associated capital investment discipline has led to restructuring and non-cash impairments in other business units as noted in the section above.

# Successful debt refinancing

The Group has successfully obtained financing approval for a \$150 million 3 year revolving debt facility on 30 June 2011. The facility is provided by the Group's existing banking syndicate, National Australia Bank, GE Capital and BankWest, and was executed and drawn down on 17 August 2011.

The financing facility has been structured to allow the Group to retain its \$37.7 million of existing equipment lease finance and hire purchase facilities with non-participating banks, which will amortise down to zero by the end of FY2013.

After the refinancing, the Group's overall cost of debt is expected to average around 9% for the 2012 financial year (2011 - 11.8%).

This facility ensures the Group is well placed to support ongoing growth initiatives in the coming years.

# The earnings per security and the nature of any dilution aspects:

Basic EPS as at 30 June 2011 was negative 8.2 cents compared to a positive 2.1 cents at 30 June 2010. This was due to a combination of factors which impacted on performance as noted above.

Refer to the Income Statement in the 2011 Financial Report for disclosure of basic and diluted EPS.

At the end of the financial year, there were nil unissued ordinary shares in respect of which options were outstanding.

# Returns to shareholders including distributions and buy backs:

There were no returns to shareholders during the financial year.

# The results of segments that are significant to an understanding of the business as a whole:

Boom Logistics Limited operates in two segments:

- Lifting Solutions: the hire of lifting equipment to various industries; and
- Crane Sales and Service: the sale of mobile cranes, associated spare parts and after sales service.

Lifting Solutions comprises the core Crane Logistics business and Boom Sherrin.

Crane Sales and Service comprises the James Equipment cranes sales business which was exited during the year and the GM Baden maintenance business which is scheduled for exit by September 2011.

Refer to note 30 in the attached 2011 Financial Report for further information on these segments.

# Discussion of trends in performance:

Other than the impacts described above, there were no other significant fluctuations in performance during the financial year.

Any other factor which has affected the results in the period or which are likely to affect results in the future, including those where the effect could not be quantified:

NA

### Audit/Review Status

This report is based on accounts to which one of the following applies: (Tick one)			
The accounts have been audited	~	The accounts have been subject to review	
The accounts are in the process of being audited or subject to review		The accounts have not yet been audited or reviewed	

If the accounts have not yet been audited or subject to review and are likely	y to be
subject to dispute or qualification, a description of the likely dispute or	
qualification:	

NA

If the accounts have been audited or subject to review and are subject to dispute or qualification, a description of the dispute or qualification:

NA

Attachments Forming Part of Appendix 4E

Attachment #	Details
1	2011 Financial Report
2	Independent Audit Report

Signed By Company Secretary	buallae the sor
Print Name	Iona MacPherson
Date	22 August 2011