



# **BOOM**

L O G I S T I C S

## **BOOM Logistics Limited**

---

**Final Results Presentation**  
**Year Ended 30 June 2005**

**Providers of lifting solutions to Australia**

# FY2005 Highlights



	Actual
Revenue	\$133.2m
EBITDA	\$32.1m
NPAT	\$15.4m
EPS	14.6c
DPS	6.9c

- Exceeded consensus NOPAT forecasts by circa 5%
- \$23m capital raising in October 2004
- 5 businesses acquired and successfully integrated
- Safety performance improvement of 51%
- 59% revenue growth and 64% NOPAT growth FY05
- Strong organic growth circa 10%
- 24% EPS increase from June 2004
- \$67m capital raise and acquisition of Sherrin Hire in August 2005.

# Statutory Financial performance



Y/End 30 June (\$m)	FY04 Actual	FY05 Actual	Variance %
<b>Revenue</b>	<b>83.8</b>	<b>133.2</b>	<b>59%</b>
<b>EBITDA</b>	<b>20.0</b>	<b>32.1</b>	<b>61%</b>
<b>EBITDA %</b>	<b>23.8%</b>	<b>24.1%</b>	
Depn	(4.1)	(7.2)	
Goodwill amortn	(0.3)	(0.4)	
<b>EBIT</b>	<b>15.6</b>	<b>24.5</b>	<b>57%</b>
Net interest	(2.3)	(3.0)	
<b>PBT</b>	<b>13.2</b>	<b>21.5</b>	
Income tax	(3.8)	(6.1)	
<b>NOPAT</b>	<b>9.4</b>	<b>15.4</b>	<b>64%</b>
<b>NOPAT %</b>	<b>11.2%</b>	<b>11.6%</b>	
EBITDA margin	23.8%	24.1%	
Interest cover	6.9x	8.2x	
Debt cover	2.3x	2.7x	

Providers of lifting solutions to Australia

# Cash flow



Y/End 30 June (\$m)	FY05 Actual
<b>EBITDA</b>	<b>32.1</b>
Net interest	(3.0)
Income tax paid	(5.5)
Working capital / other	(5.3)
<b>Net operating cash flow</b>	<b>18.3</b>
Capital expenditure	(7.2)
Business acquisitions net of cash	(30.7)
Sale of plant & equipment	0.7
<b>Net investing cash flow</b>	<b>(37.2)</b>
Proceeds from issue of shares	24.1
Inc / (Dec) in borrowings	5.2
Dividends paid	(6.9)
<b>Net financing cash flow</b>	<b>22.4</b>
<b>Net cash flow</b>	<b>3.5</b>

- Strong operating cashflow of \$18.3m.
- Total capex \$17.0m. Cash funded portion = \$7.2m
- Business acquisitions:
  - \$26.7m - Hunter Valley, Bowen Basin, Newcastle, Port Hedland
  - \$4.0m – Deferred settlement payments
- \$24.1m proceeds from issue of shares related to Oct 04 placement, Nov 04 SPP, and option exercise
- Dividends paid – FY04 final dividend of 3.9c and FY05 interim dividend of 3.0c.

# Financial position



Y/End 30 June (\$m)	FY04 Actual	FY05 Actual
Cash	2.6	6.0
Receivables	18.6	28.1
Plant & equipment	78.1	125.7
Intangibles	7.1	15.9
Other current & non-current assets	2.9	6.3
<b>Total assets</b>	<b>109.3</b>	<b>182.0</b>
Payables	7.6	9.1
Other current liabilities	4.8	4.5
Deferred vendor payments	4.5	12.9
Borrowings	35.3	58.3
Provisions	3.9	5.9
Other non-current liabilities	1.5	2.6
<b>Total liabilities</b>	<b>57.6</b>	<b>93.3</b>
<b>Net assets</b>	<b>51.7</b>	<b>88.7</b>
<b>Net debt / equity</b>	<b>63%</b>	<b>59%</b>

- **Receivables** are a reflection of acquisitions and increased revenues.
- **Deferred vendor payments** of \$10.9M due within the next 12 months.
- **Borrowings** of \$58.3M fixed at interest rates @ 7.5%
- **Net debt/equity ratio** of 59% equates to 8.2x interest cover.



# Operations



# Operations



	June 04	June 05	%
<b>Employees</b>	398	663	66.6%
<b>Cranes</b>	263	354	34.6%
<b>Depots</b>	16	23	43.7%

## Investment Summary

Acquisition	Date	Price
Bowers Heavy Haulage	Oct 04	\$16.4m
Brambles Bowen Basin Cranes	Mar 05	\$11.5m
Cameron Cranes	Jun 05	\$3.2m
Carrington Cranes	Jun 05	\$1.2m
Brambles Pt Hedland Cranes	Jun 05	\$13.8m
<b>Total</b>		<b>\$46.1m</b>

Internal Investment	
Organic	\$7.7m
Replacement	\$8.4m
Miscellaneous	\$0.9m
<b>Total</b>	<b>\$17.0m</b>



# Sherrin Hire Acquisition



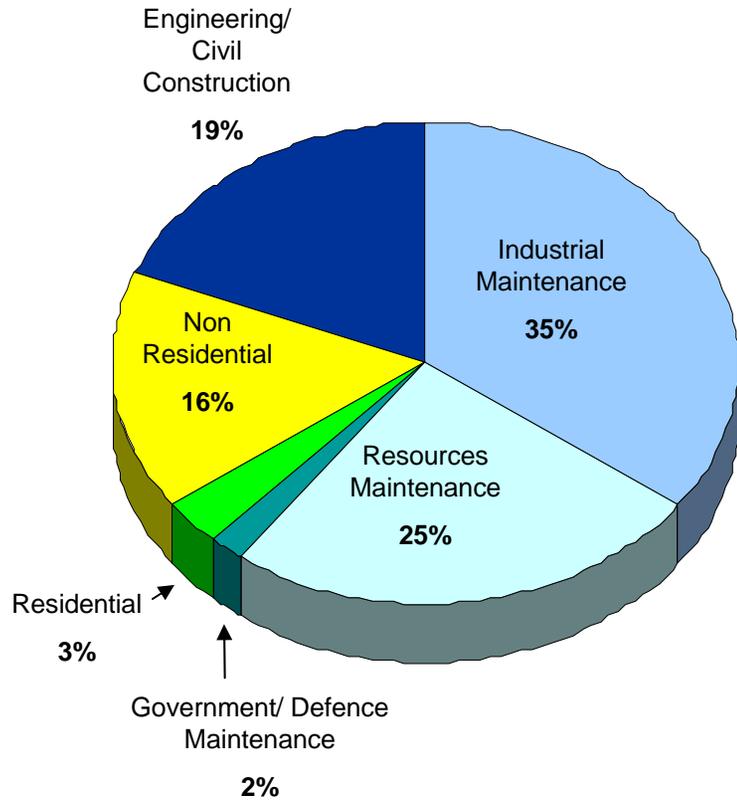
Y/E 30 June (\$m)	Proforma FY05E
<b>Profitability</b>	\$m
Revenue	67.6
EBITDA	26.8
EBITDA margin %	39.6%

## Sources and uses of funds

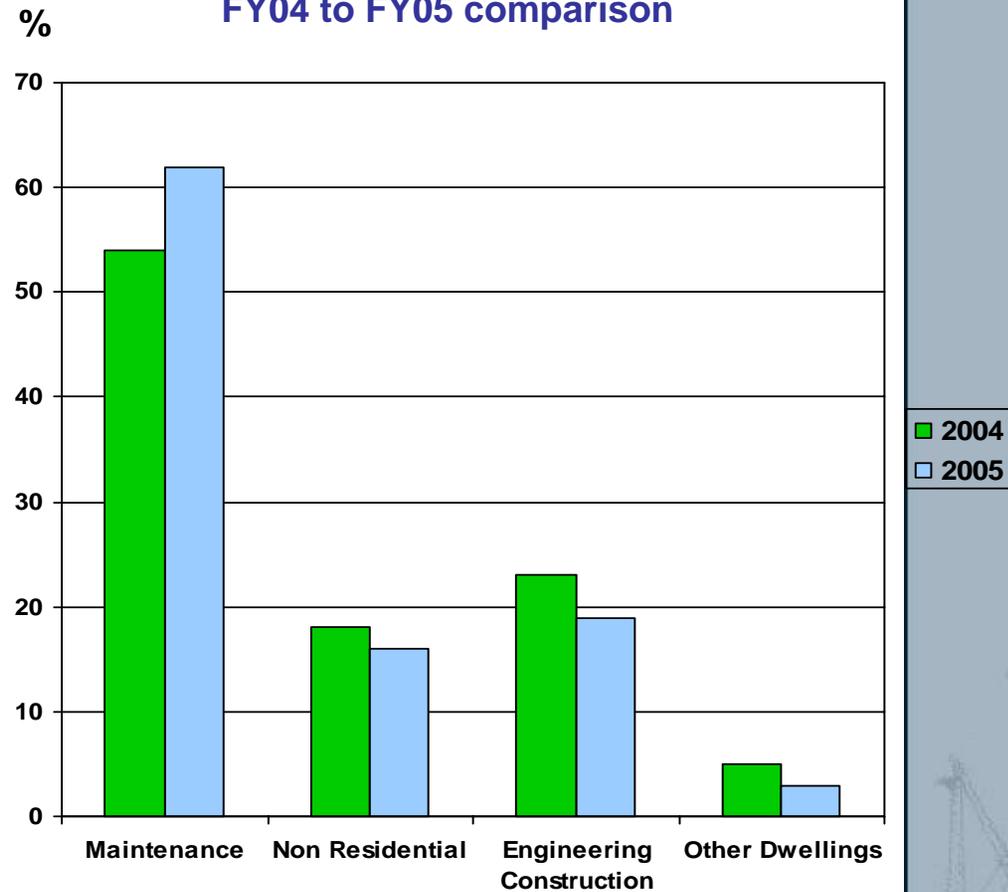
Uses of funds	\$m
Sherrin enterprise value	130.0
Sherrin net debt assumed	70.0
Sherrin purchase consideration	60.0
Transaction costs	2.1
Working capital	10.9
	<b>73.0</b>
Sources of funds	
Institutional placement	67.0
SPP (estimate)	3.0
Vendor Equity – Sherrin	3.0
	<b>73.0</b>
EPS uplift	<b>12%</b>

- Settled 8<sup>th</sup> August 2005
- Net debt/ equity reset to 65%
- SPP to be offered November 2005

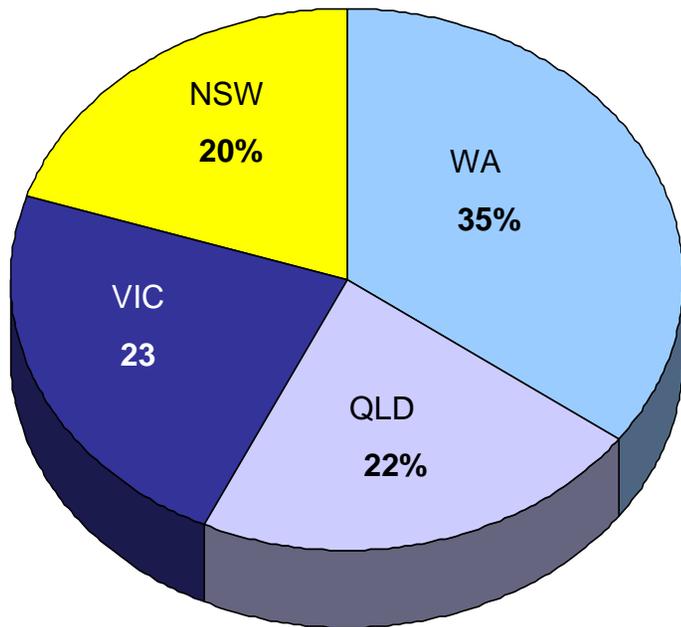
# Boom Logistics revenue segmentation by market sector FY05



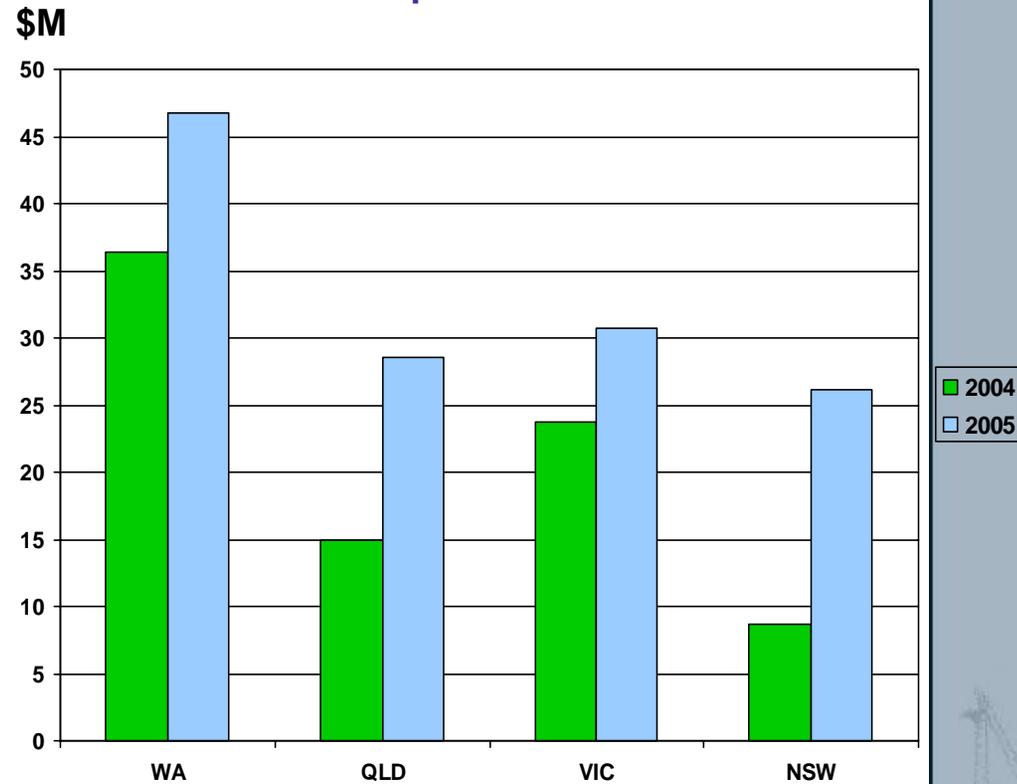
FY04 to FY05 comparison



# Boom Logistics revenue segmentation by State FY05



Revenue comparison FY04 to FY05





# Market Outlook





- Next 12 months remains positive across all sectors and states
- Continue to increase market share through:
  - Organic growth in excess of market growth
  - Further opportunistic acquisitions
- Consolidate Sherrin Hire Acquisition.
- Focus on cross selling opportunities between Boom Logistics and Sherrin Hire

# 04/05 Crane Industry Forecast

Source – BIS Shrapnel



Segment	Value in FY2004 (\$m)	Projected FY2005 growth (%)	Value in FY2005 (\$m)	BOOM's weighting (%)
Maintenance	407	4.2%	424	62%
Engineering construction	124	13.1%	140	19%
Non-residential construction	351	4.8%	368	16%
Residential construction	143	(14.6)%	122	3%
<b>Total</b>	<b>1,025</b>	<b>3.0%</b>	<b>1,057</b>	<b>100%</b>

Source: BIS Shrapnel

Providers of lifting solutions to Australia

Page 13



# Summary

---



- Excellent FY05 result
  
- Sherrin Hire & Boom combined offer creates additional opportunities
  
- Continued focus on providing lifting solutions to:
  - Blue Chip Clientele
  - Maintenance, Engineering Construction and Non Residential Construction sectors
  
- Positive Earnings outlook





# Questions



## Contact details

---



**Rod Harmon**  
Chief Executive Officer

**Mark Lawrence**  
Chief Financial Officer

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

**Phone:** (03) 9864 0200

**Fax:** (03) 9864 0222





# BOOM

LOGISTICS

## Appendix

---

### BOOM Logistics Profile

Providers of lifting solutions to Australia

## BOOM's profile

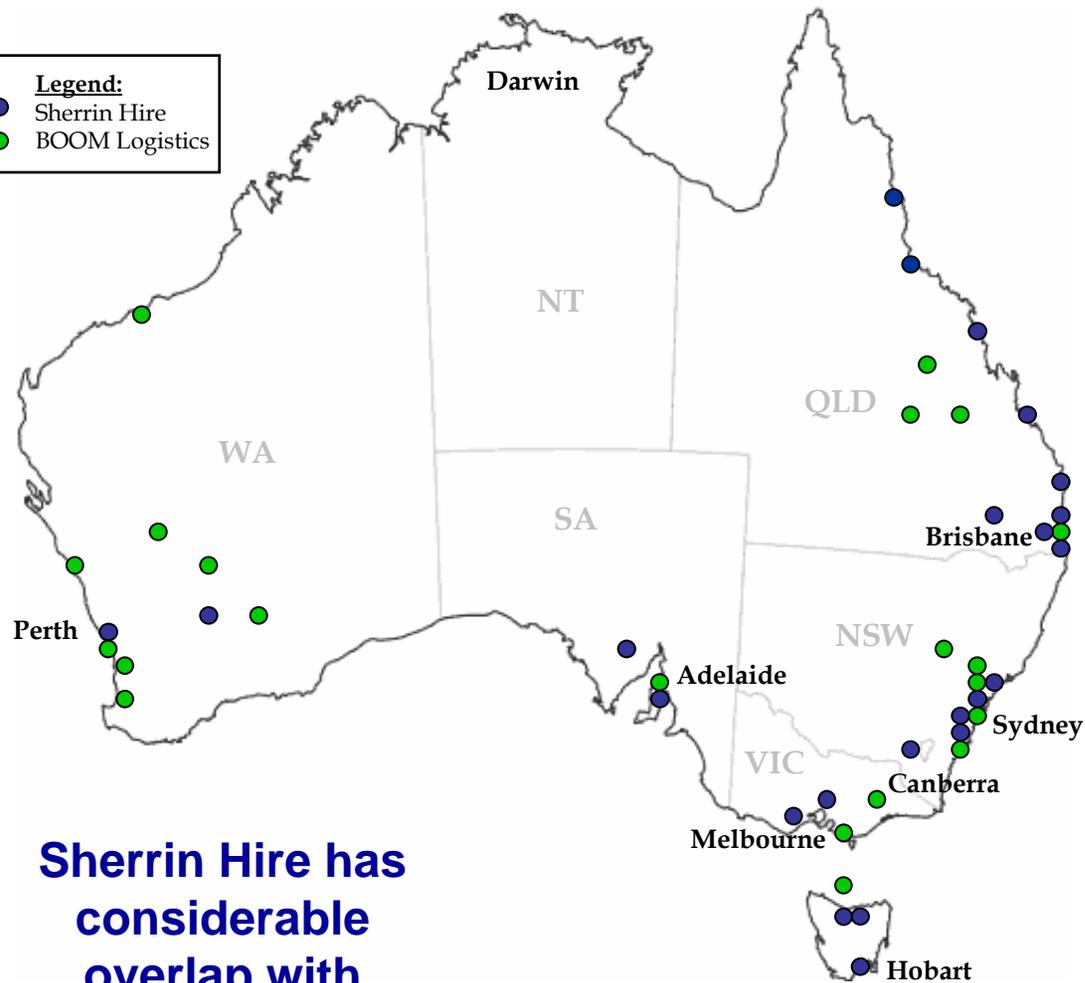


- A leading national lifting solutions provider
- Market and geographic diversity
- Significant barriers to entry
- Recurrent revenue base with attractive operating margins
- Blue chip clientele across a wide range of industries
- Attractive growth opportunities – organically & via acquisition
- Experienced board and management
- Integration – strong skill set, excellent performance

# Sherrin Hire locations



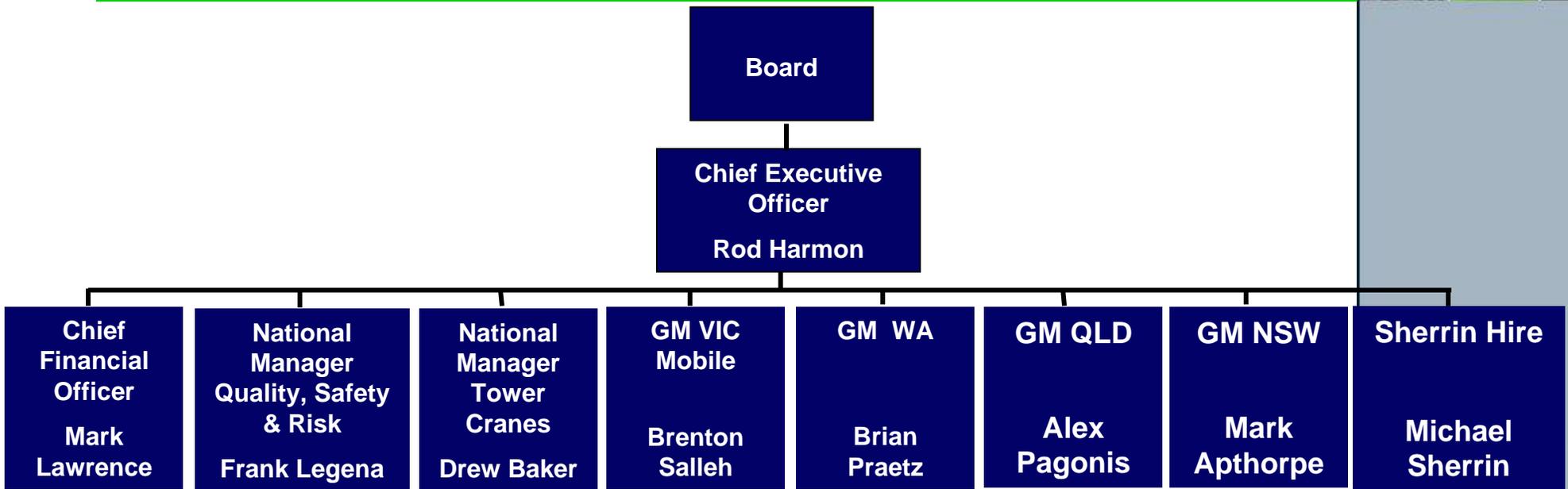
**Legend:**  
● Sherrin Hire  
● BOOM Logistics



**Sherrin Hire has considerable overlap with existing BOOM locations**

**Providers of lifting solutions to Australia**

# Management



## Board

John Robinson	Non-Executive Chairman	Dr. Huw Davies	Non-Executive Director
Rod Harmon	Managing Director/ CEO	Jane Harvey	Non-Executive Director
Douglas Williams	Non-Executive Director	Terrence Francis	Non-Executive Director
Jack Hebiton	Non-Executive Director	Mark Lawrence	Company Secretary/ CFO

Providers of lifting solutions to Australia