



# Half Year Results Presentation

## 31 December 2005

# 1<sup>st</sup> Half – FY2006 Highlights

- Strong first half year result

	Actual
Revenue	\$121.9m
EBITDA	\$35.4m
EBITDA %	29.0%
NPAT	\$15.7m
NPAT%	12.9%
EPS	11.0c
DPS	5.2c

- Underlying organic growth rate of 14%
- Raised \$67m via an institutional placement and \$14m via Share Purchase Plan
- Acquisition of Sherrin Hire for \$130m – 8<sup>th</sup> August 2005
- Interim dividend of 5.2 cents fully franked payable 23 March 2006

# Financial Performance

\$ million	% Change			% Change		
	1H05	1H 06		2H05	1H06	
Revenue	59.4	121.9	105%	73.7	121.9	65%
EBITDA	14.3	35.4	148%	17.9	35.4	98%
EBITDA %	24.1%	29.0%	4.9%	24.3%	29.0%	4.7%
EBIT	10.9	26.2	140%	13.5	26.2	94%
EBIT %	18.4%	21.5%	3.1%	18.3%	21.5%	3.2%
NPAT	6.7	15.7	134%	8.7	15.7	80%
NPAT %	11.3%	12.9%	1.6%	11.8%	12.9%	1.1%
EPS	6.8	11.0	62%	7.8	11.0	41%
DPS	3.0	5.2	73%	3.9	5.2	33%

# Financial Position

Half Year end 31 December 2005	\$ Millions
Cash	12.7
Receivables	40.3
Plant & equipment	255.2
Intangibles	37.1
Other current & non-current assets	7.8
<b>Total assets</b>	<b>353.1</b>
Payables	14.5
Deferred vendor payments	10.3
Borrowings	129.4
Provisions	8.1
Other current & non-current liabilities	8.7
<b>Total liabilities</b>	<b>171.0</b>
<b>Net assets</b>	<b>182.1</b>
<b>Net debt / equity</b>	<b>64.1%</b>

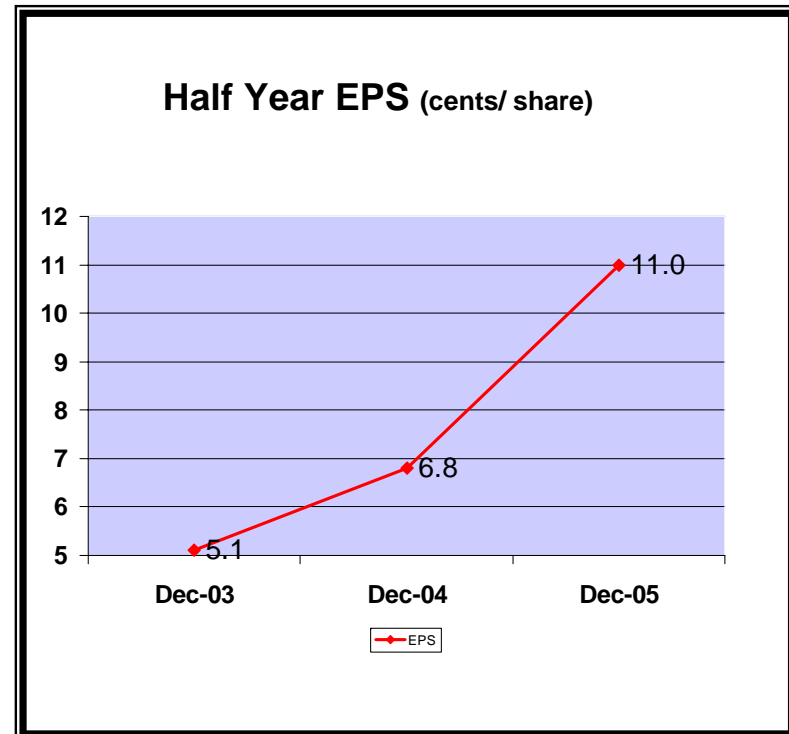
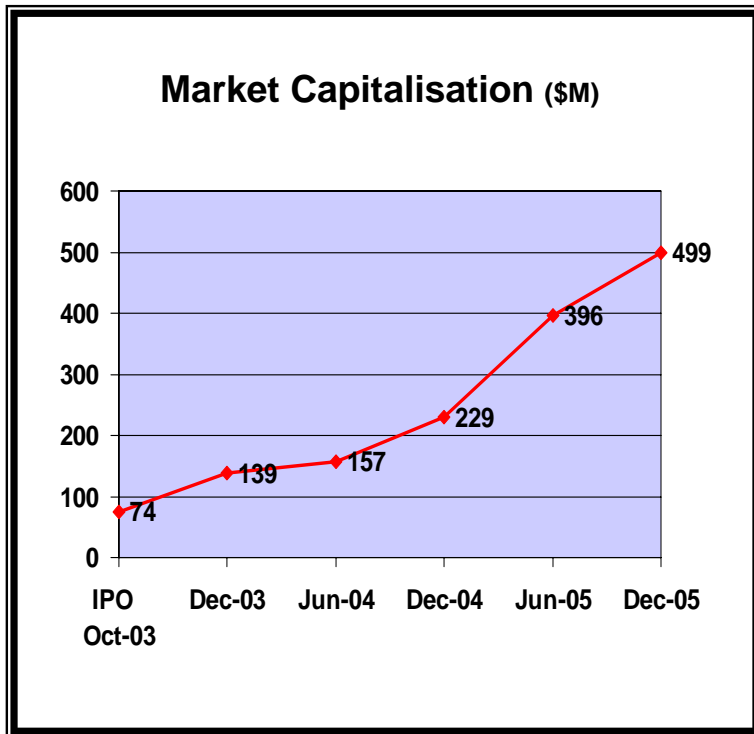
- Plant & Equipment - Tangible asset based Balance Sheet
- Borrowings of \$129.4m fixed interest rates @ 7.5%
- Dividend payout policy = 50% NOPAT

## YTD Capital Commitments to December 2005

Category	\$ Million
Replacement	12.2
Organic growth (*)	19.0
Sub total	31.2
Acquisition – Sherrin Hire	130.0
<b>Total</b>	<b>161.2</b>

(\*) Achievement of 15% after tax IRR on organic capital invested FY06 YTD.

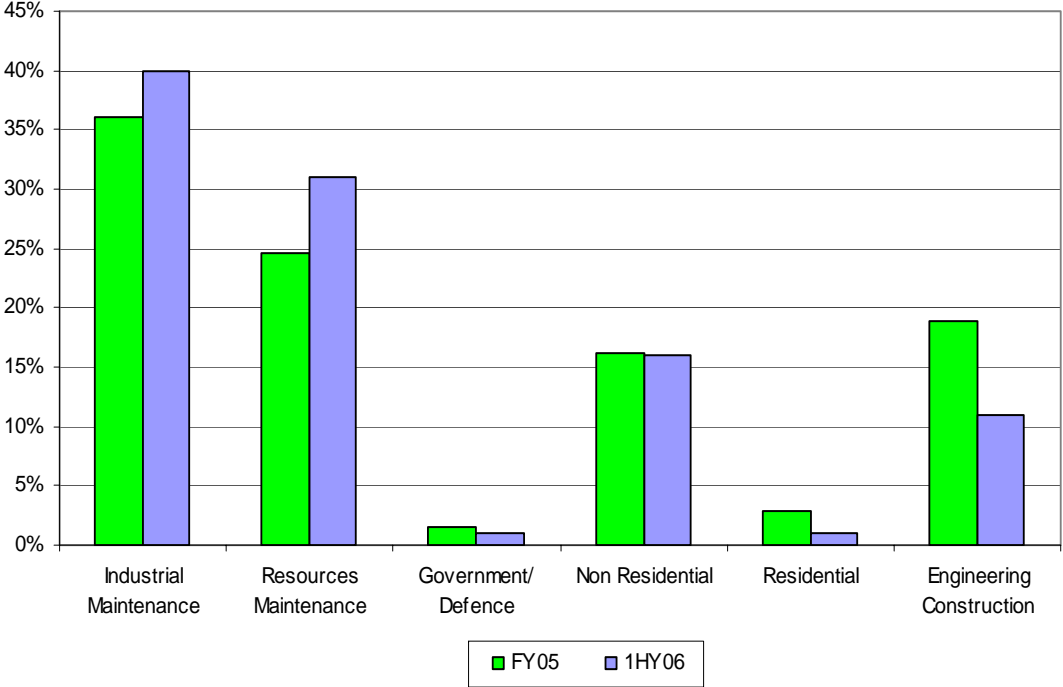
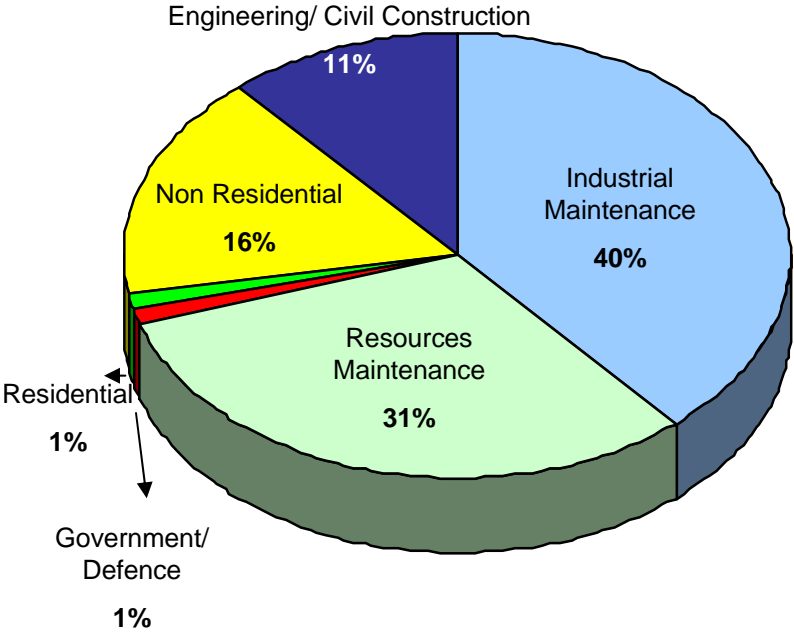
# Market Capitalisation/ EPS



# Revenue Segmentation – 1HY06

## Market Segmentation

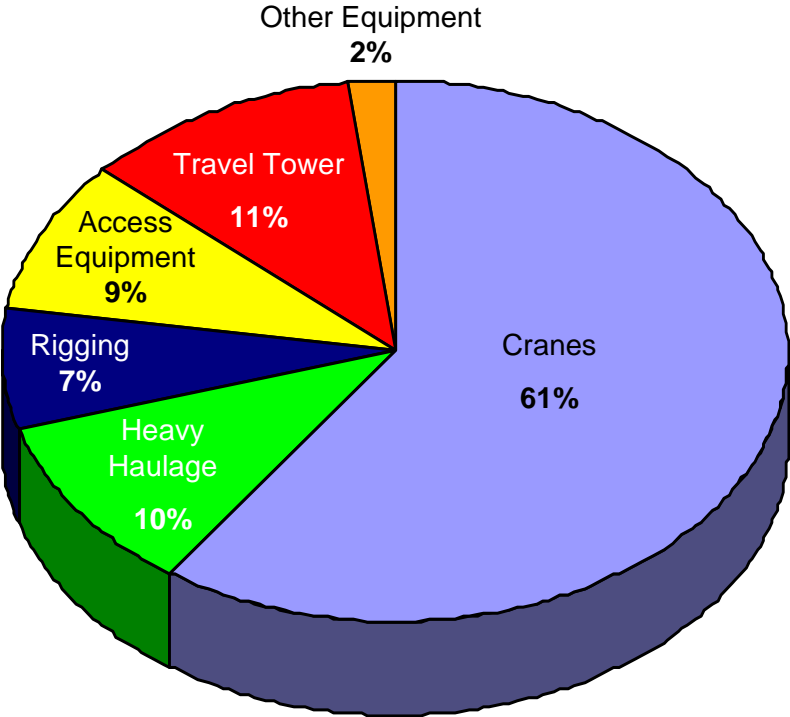
## FY05 to 1HY06 Comparison



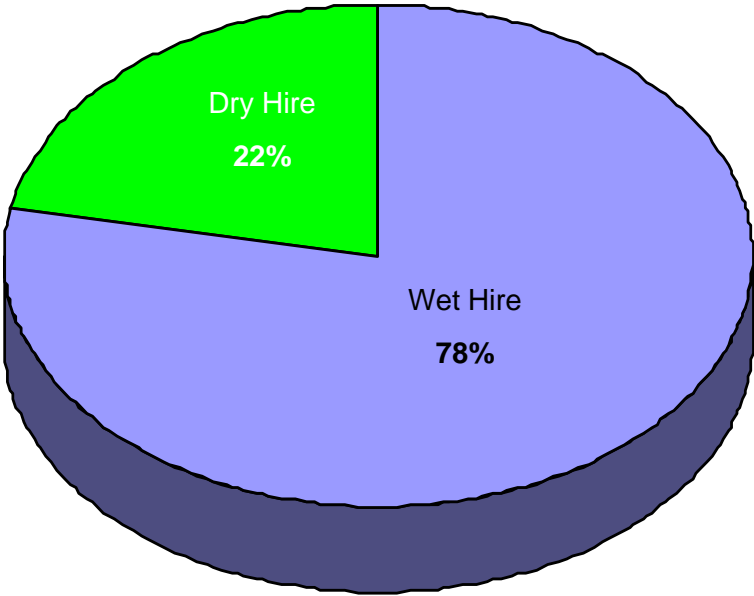
100% = \$121.9M 1HY06 revenue

# Revenue Segmentation – 1HY06

## Segmentation by Equipment



## Wet Hire/ Dry Hire



### Blue Chip Client Base

100% = \$121.9M 1HY06 revenue

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



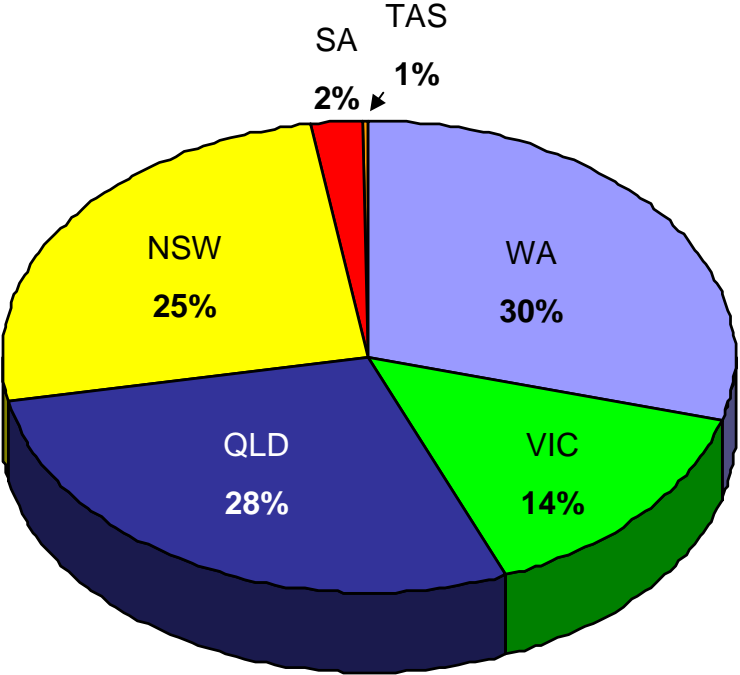
Providers of Lifting Solutions to Australia



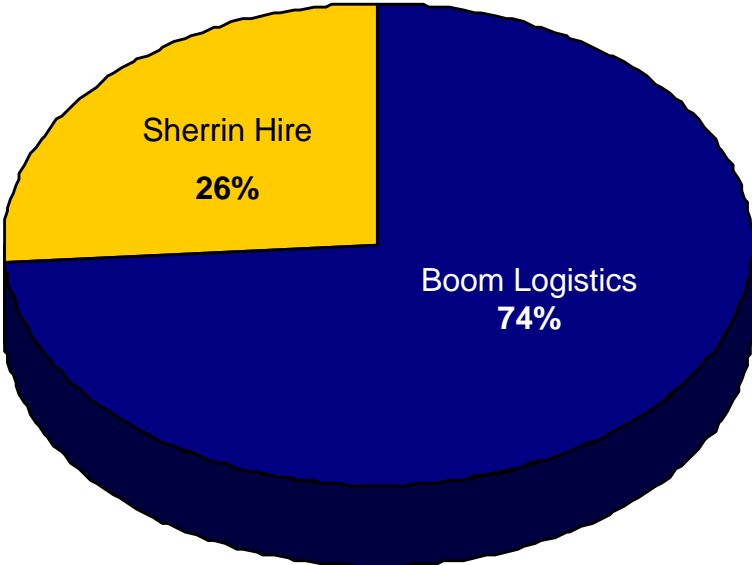


# Revenue Segmentation – 1HY06

Segmentation by State



Segmentation – Boom & Sherrin Hire



100% = \$121.9M 1HY06 revenue

# Boom Logistics National Presence



1,100	Employees
426	Cranes
2,000	Other Equipment
49	Depots

# Sherrin Hire Integration

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The integration of Sherrin Hire has gone to plan.

Achievements:

- Strong financial performance – has met all expectations
- Amalgamation of Boom/ Sherrin Toowoomba & Kalgoorlie depots
- Cross Selling
  - Joint servicing of Port Waratah Coal terminal
  - Developed cross promotional marketing material
  - Cross referrals are occurring
- Management changes
  - Promotion of new General Manager – Steven Goulding (with Sherrin Hire for 9 years)
  - Appointment of Finance Manager
  - Appointment of HR/ Safety Manager
  - Michael Sherrin focussed on Business Development

# Outlook

# BOOM is well positioned to continue its growth

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Consistent with our strategic intent we will:

- Pursue geographical diversity – Further enhance our national presence via business acquisitions and organic growth.
- Expand our existing blue chip client base.
- Continue to diversify our income sources.
- Enhance market recognition through our national branding program.
- Promote market differentiation through:
  - Safety process focus
  - Integrated lifting solutions
  - Equipment range
  - Operating depth & flexibility
  - Equipment quality & service standards
- Maintain focus on administration efficiency and corporate governance.

# Market Outlook

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- Sector analysis – Positive Outlook
  - Resources sector - strong.
  - Industrial sector - strong.
  - Residential sector - slowed.
  - Non residential - solid.
  - Engineering construction - strong.
- 2HY06 organic growth prospects – circa 10%.
- Further acquisitions expected this calendar year.

# Questions

## Contact Details

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Chief Executive Officer

**Mark Lawrence**  
Chief Financial Officer

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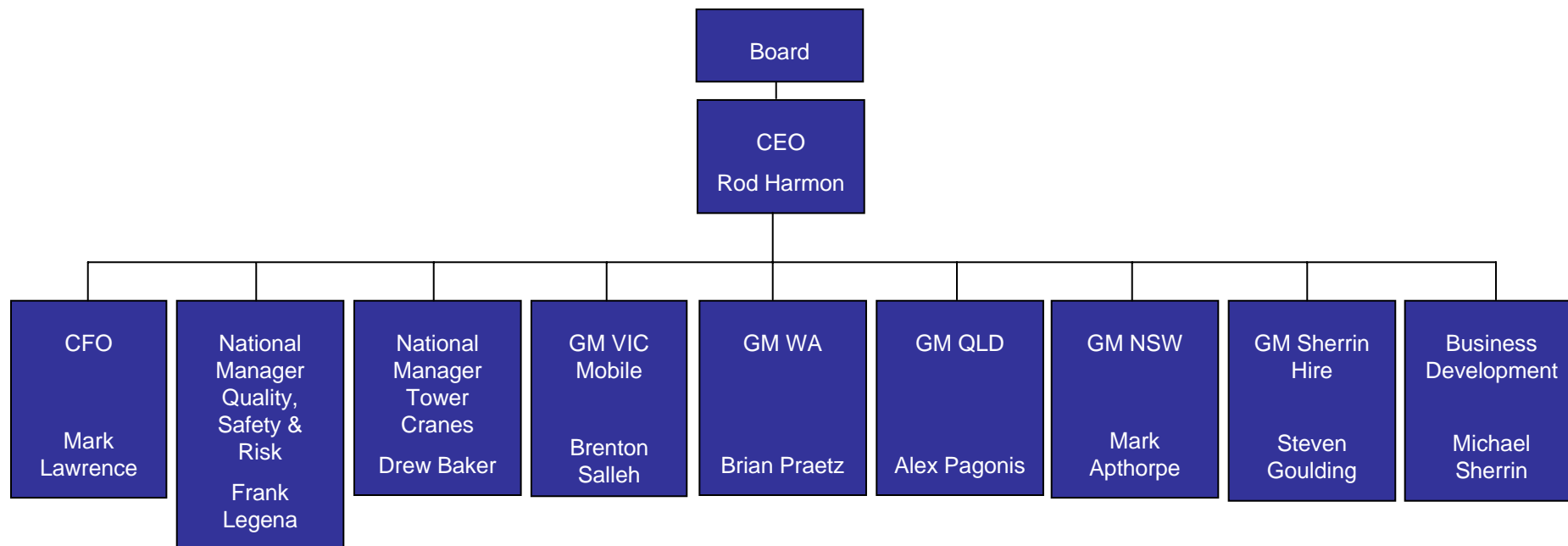
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# Appendix

# 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