



# **2012 Annual General Meeting**

**23 October 2012**



**Mr John Robinson**  
**Chairman**

# Strong Profit Improvement in FY12



## ❑ Last year (FY11)

- Structural changes
  - Lower fixed cost base through business exits and restructure
  - Flatter management structure
  - Improved systems
  - Re-financed debt, with a lower cost of funds
- Impacts masked by weather events

## ❑ Benefits of structural changes and further business improvements evident in FY12

- Statutory NPAT      \$19.7m
- Trading NPAT      \$18.5m    ↑ 246%

# Continued Business Improvement Driving Stronger Returns



- ❑ **Continued implementation of business improvement initiatives**
- ❑ **Invested \$58.2 million in Plant & Equipment**
- ❑ **Reduced gearing from 40%, down to 36%**
- ❑ **Return on Capital Employed (trading assets) improved from 7% (FY11) to 10% (FY12)**



- ❑ **FY13 guidance provided with the release of the FY12 results in August 2012**
  - Trading EBIT of \$47m - \$50m (\$35.5m in FY12)
- ❑ **Some business softening in the intervening period, however Boom's primary role is to support maintenance activity across the various operations of our customers rather than new project construction. Although we are not immune to an industry wide downturn, our activity is directly related to production volume and only incidentally to commodity price.**
- ❑ **Our major customers in the resources sector are competitively positioned in terms of the international production cost curve for their outputs and are therefore well placed to maintain their level of activity.**
- ❑ **Maintaining performance outlook for FY13**



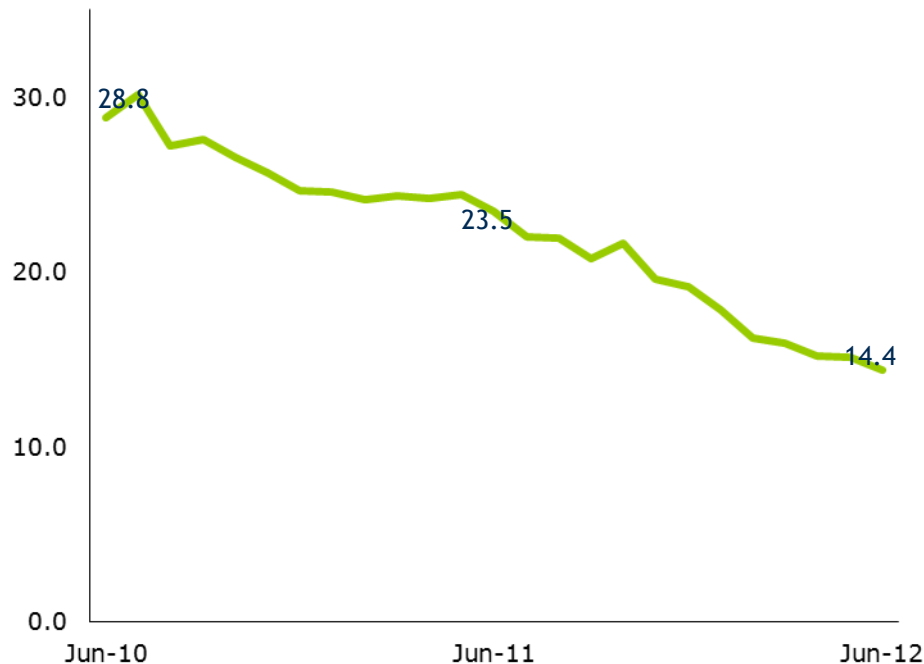
- ❑ **Dr Huw Davies retiring from the Board after 10 years service as a Non-Executive Director**
- ❑ **The Board acknowledge the skills and dedication at all levels of our workforce, providing a solid base for future growth and improved shareholder returns**



**Mr Brenden Mitchell**  
**Managing Director**



**TRIFR**  
**Rolling 12-months**



- **TRIFR of 14.4 at 30 June 2012 (a 39% reduction from the previous year)**
- **As a business we reaffirm our commitment to Zero Harm and our strong belief that safety is inseparable from our operations and operational discipline**





# Business Strategy

## Focused on leading companies in Australia



**Delivering industrial services** utilising **operators and equipment** – cranes, travel towers, transport and other assets – for major customers in the **mining & resources, energy, utilities and infrastructure sectors**

BHP Billiton ♦ Rio Tinto ♦ BHPB Mitsubishi Alliance

Xstrata ♦ Newmont Boddington Gold ♦ Alcoa

Port Waratah Coal Services ♦ Dalrymple Bay Coal Terminal

Anglo American Metallurgical Coal ♦ Fortescue Metals Group

Monadelphous ♦ Thiess Decmil Kentz JV ♦ Downer Group

Orica ♦ Leighton Contractors ♦ BlueScope Steel

Thiess John Holland ♦ Laing O'Rourke ♦ BP Australia ♦ Esso

Westrac Equipment ♦ Hitachi ♦ Komatsu ♦ Bucyrus

John Holland ♦ Toll Group ♦ Hastings Deering

Telstra ♦ United Group ♦ Brookfield Multiplex

Vestas ♦ Alstrom ♦ REpower ♦ TRUenergy

RCR Engineering ♦ Mermaid Marine Australia

BOC Limited ♦ Hazelwood Power

Loy Yang Power ♦ Belle Banne

Ausgrid ♦ Jemena ♦ Western Power ♦ Powerlink



# Business Strategy

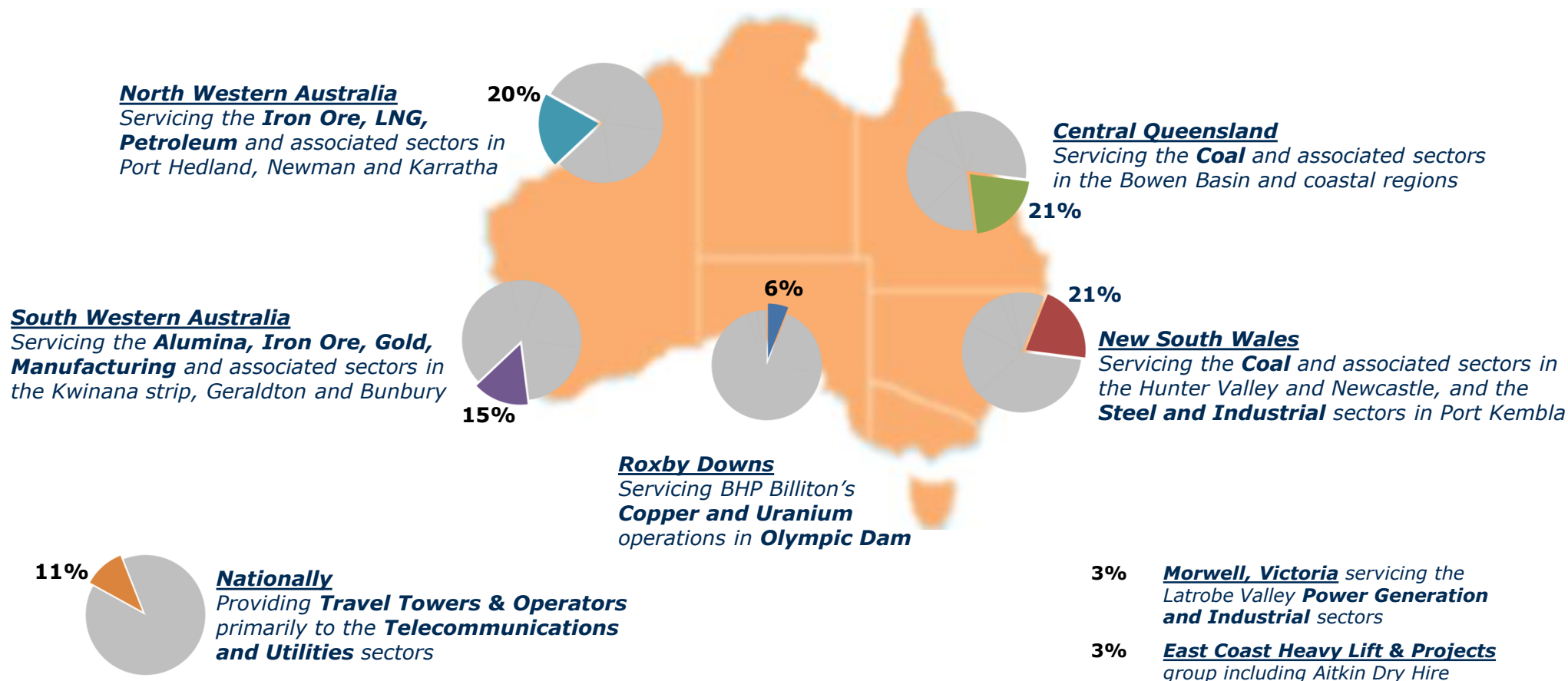
## National presence in attractive market sectors



**BOOM**  
LOGISTICS

- Over 3,000 customers
- Over 1,150 employees across 45 depots
- Over 490 cranes and 300 travel towers

### Proportion of pro forma FY12 core business revenue



Note: Percentages represent proportion of pro forma FY12 revenue (1) assuming a full-year revenue contribution of c. \$20m from Boom's Roxby Downs operations which commenced in June 2012 (2) excluding restructured Brisbane and non-continuing Boom Sherrin access and general equipment businesses.

# FY12 Business Performance

## Financial Highlights



	FY11		FY12	Growth
Revenue from Core Business <sup>1</sup>	\$284.2m	→	<b>\$316.1m</b>	<b>11%</b>
Trading EBIT <sup>2</sup>	\$23.2m	→	<b>\$35.5m</b>	<b>53%</b>
Trading NPAT	\$5.4m	→	<b>\$18.5m</b>	<b>246%</b>
Cash flow from operations & asset disposals	\$39.9m	→	<b>\$51.7m</b>	
Investment in plant & equipment	\$33.0m	→	<b>\$58.2m</b>	
Gearing	40%	→	<b>36%</b>	
Return on Capital Employed <sup>3</sup>	5%	→	<b>8%</b>	
Net Tangible Assets per Share	\$0.48	→	<b>\$0.52</b>	

Note:

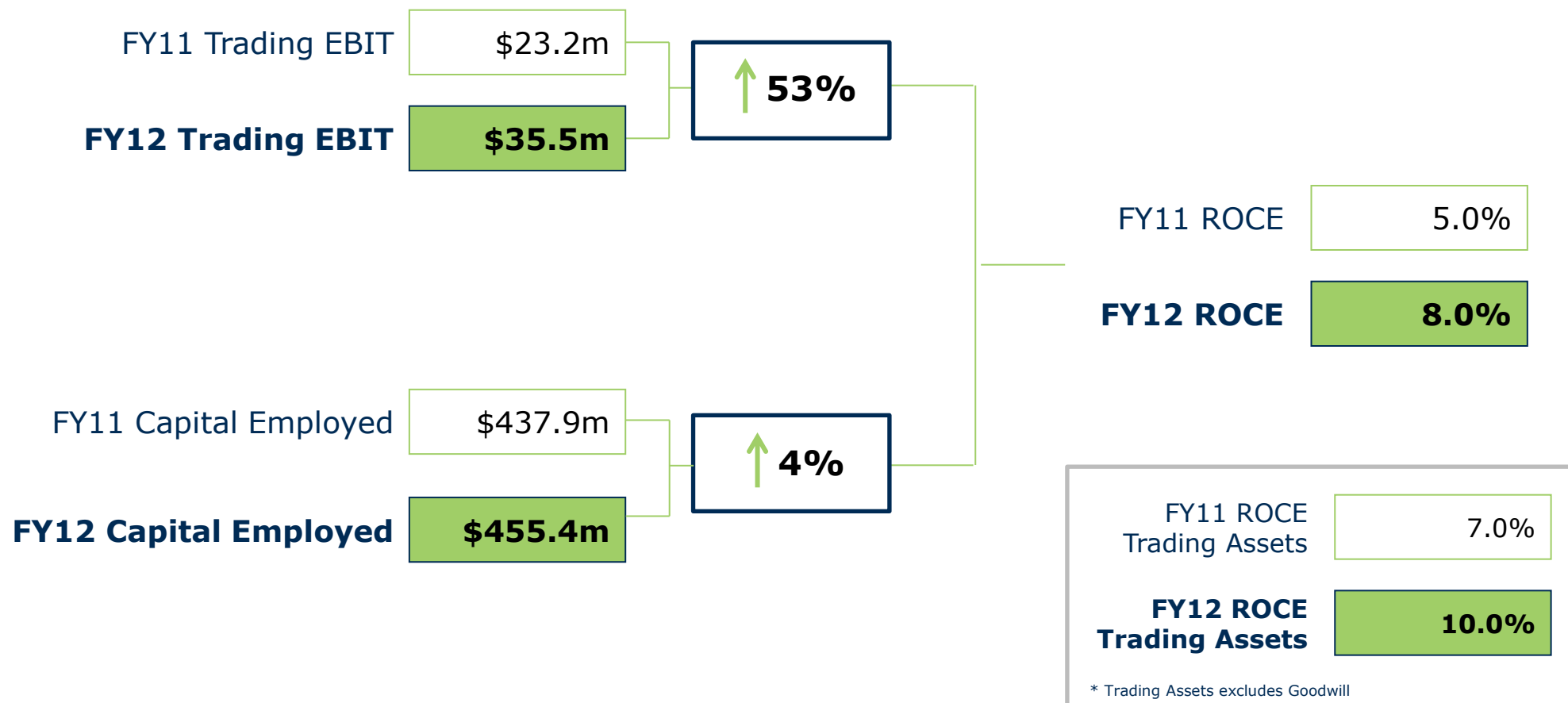
1. Core business includes Crane Logistics (FY12 revenue \$281.2m) and Travel Towers in Boom Sherrin (FY12 revenue \$34.9m). Total Group Trading Revenue for FY12 is 349.1m
2. Trading EBIT is for the Total Group. Trading EBIT is a non-IFRS measure that excludes \$1.7m of one-off items, comprising a \$2.9m profit on sale of the Melbourne tower crane assets in October 2011 less \$1.2m of Boom Sherrin restructuring costs.
3. Return on Capital Employed = Trading EBIT divided by Average Capital Employed. Capital Employed = Net Fixed Assets plus Net Working Capital plus Intangible Assets  
FY12 Reported EBIT divided by Average Capital Employed excluding Goodwill = 10% (8% in FY11)

# FY12 Business Performance

## Return on Capital Employed (ROCE)



**ROCE improvement by 3 percentage points driven by strong profit growth:**



Note: Return on Capital Employed = Trading EBIT divided by Average Capital Employed  
Capital Employed = Net Fixed Assets plus Net Working Capital (Trade Receivables plus Inventory, less Trade Payables) plus Intangible Assets



- ☐ Further enhancing our value proposition
- ☐ Continuing to improve our safety and quality frameworks with the introduction of our Fatal and Catastrophic Risk Protocols and Life Saving Rules
- ☐ Leveraging off our infrastructure and performance with major customers
- ☐ Bedding down of the BHP Billiton Olympic Dam contract
- ☐ Capitalising on the restructuring of Boom Sherrin including reinvestment in Travel Towers and looking for the best outcome when managing the non-core Access assets for cash
- ☐ Disciplined capital expenditure including a planned investment of \$20 million in Travel Towers to reinforce our market leadership and to capitalise on projects in the Telecommunications and Power sectors
- ☐ Completion of our National Payroll implementation and Financial Systems implementation



## ❑ **Boom's market fundamentals are strong**

- Boom's major customers in the mining and resources sector:
  - are leaders and low cost producers in their respective markets and therefore are well-positioned through commodity cycles
  - remain committed to steady increases in output volumes to meet demand in export markets over the medium to long term
- Boom's sustainable forward earnings are less reliant on new project decisions by our customers

## ❑ **There will continue to be challenges**

- Customers will continue to drive down the cost of their operations
- Wages, travel and accommodation costs have all been fuelled by the growth in the mining and resources sector
- Coal and steel pricing has influenced production levels recently





- ❑ **The September 2012 quarter will deliver a Trading EBIT of \$12.2m**
  - Excludes \$0.5m restructuring costs for the Brisbane business
  - Based on the last two years, our second quarter has been approximately 26% lower than the first quarter
  
- ❑ **Based on prevailing market conditions in the coming year we expect to deliver a Trading EBIT result of between \$47m - \$50m**
  - Steady volumes from coal customers, with some growth from the major iron ore producers
  - Continued successful execution of the BHP Billiton Olympic Dam maintenance contract
  - A strong pipeline in Boom Sherrin's core travel tower business
  - Lower volatility following the strategic improvements of the last 3 years



## ❑ **Diversity in action at Boom Logistics**

- Diane Deegan, the first indigenous female open ticket crane operator in our business and understood to be the first in Australia

- ## ❑ **We acknowledge the efforts and achievements of our people for rising to the challenge of improving safety, customer service and business performance**





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## Disclaimer

This presentation contains certain forward-looking statements with respect to the financial condition, results of operations and business of Boom and certain plans and objectives of the management of Boom. Forward-looking statements can generally be identified by the use of words such as 'project', 'believe', 'foresee', 'plan', 'expect', 'aim', 'potential', 'goal', 'target', 'intend', 'anticipate', 'believe', 'estimate', 'may', 'could', 'should', 'will' or similar expressions. All such forward looking statements involve known and unknown risks, significant uncertainties, assumptions, contingencies and other factors, many of which are outside the control of Boom, which may cause the actual results or performance of Boom to be materially different from any future results or performance expressed or implied by such forward looking statements. Such forward-looking statements speak only as of the date of this announcement. Factors that could cause actual results or performance to differ materially include without limitation the following: risks and uncertainties associated with the Australian and global economic environment and capital market conditions, fluctuations in foreign currency exchange and interest rates, competition, Boom's relationships with, and the financial condition of, its suppliers and customers, or legislative changes, or regulatory changes or other changes in the laws which affect Boom's business. The foregoing list of important factors is not exhaustive. There can be no assurance that actual outcomes will not differ materially from these statements. Readers should not place undue reliance on forward looking statements. Except as required by law and ASX Listing Rules, Boom undertakes no obligation to update publicly or otherwise revise any forward looking statement as a result of new information, future events or other factors.

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