



Providers of Lifting Solutions to Australia



# Annual General Meeting 20 October 2006

# Chairman John Robinson

#### **FY06 Overview**

August 2005:

Acquisition of Sherrin Hire

March 2006:

• \$70m institutional placement

Entry into ASX 200

April 2006:

• Acquisition of Camilleri Industries Australia, Queensland.

August 2006:

Acquisition of James Group





# **FY06 Overview**

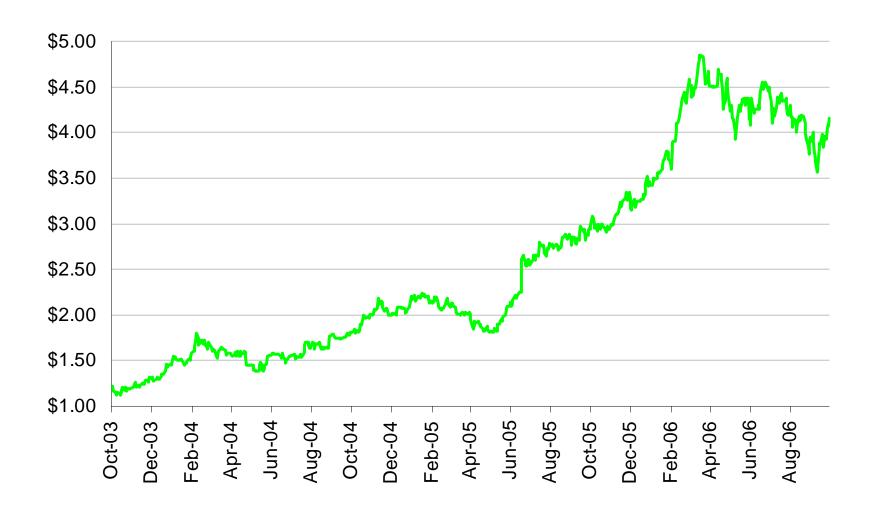
	June 05	June 06	% Change
Employees	663	1,204	82%
Cranes	354	551	56%
Depots	23	53	130%



# **FY05** Results

\$m	2006 Actual	2005 Actual	% change
Financial performance			
Operating Revenue	253.8	132.5	92%
EBITDA	76.4	32.3	137%
EBIT	56.1	25.0	124%
Net Profit After Tax	33.1	15.7	111%
Financial ratios			
Earnings per share (cents)	21.8	14.9	46%
Dividend per share (cents)	10.4	6.9	<b>51%</b>

# **Share Price Chart from IPO to August 31st 2006**





# **BOOM** has four integrated platforms for business growth

- Crane Hire
- Access Equipment Hire
- Heavy Transport
- Crane Sales & Service

We will continue to create shareholder value through business acquisition and organic growth across and within each of these platforms.



# In generating growth we will continue to emphasise

- Geographical diversity-consolidating a national presence
- Diversity of income-industry sector & customer
- Market recognition through national branding
- Market differentiation through:
  - Safety focus
  - Integrated & innovative service solutions
  - Service quality
  - Equipment range & flexibility





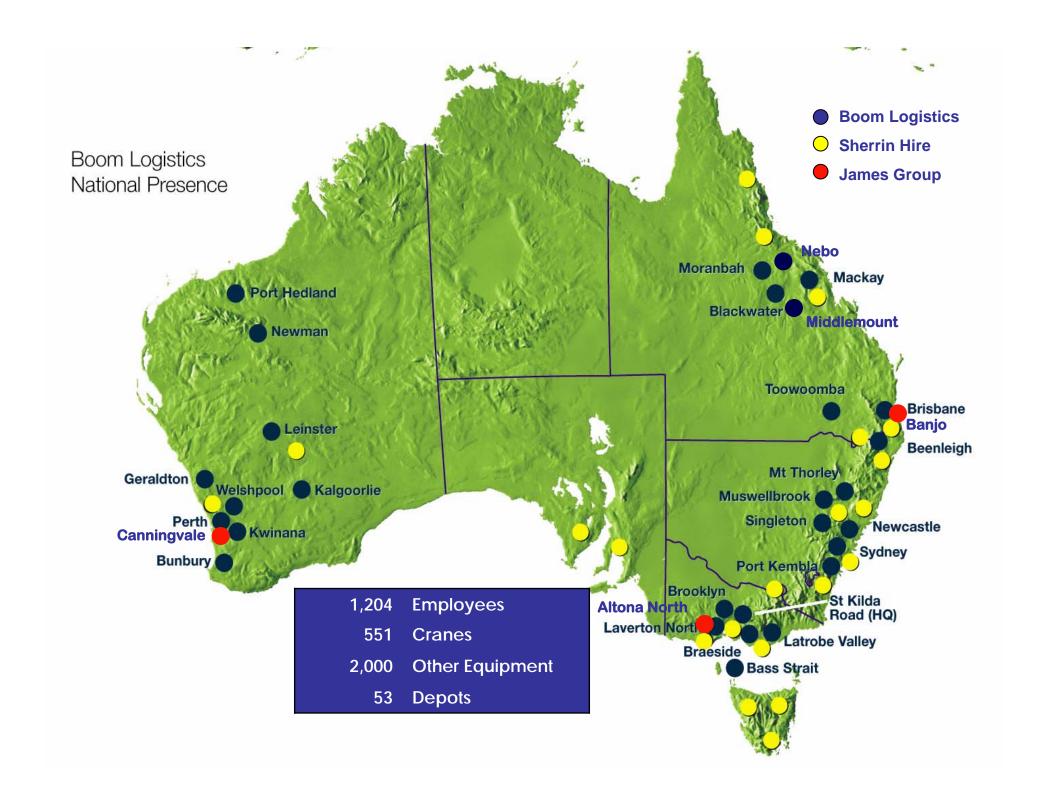


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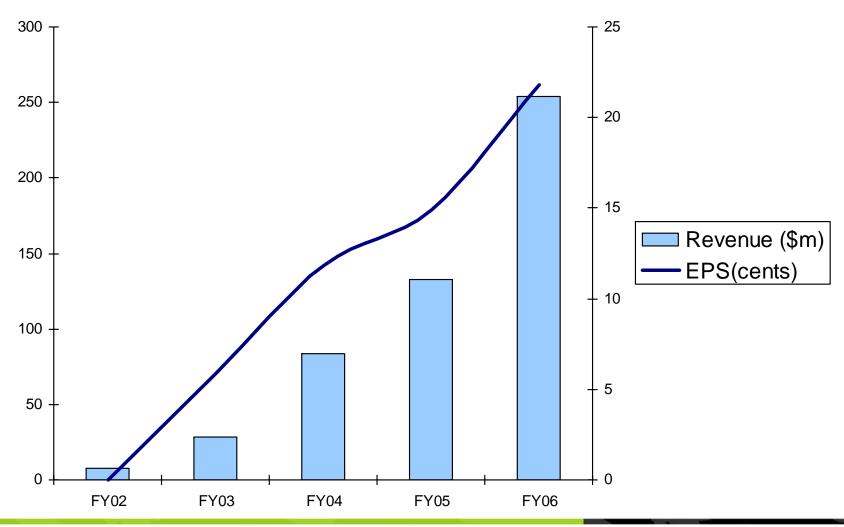


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Chief Executive Officer Rod Harmon

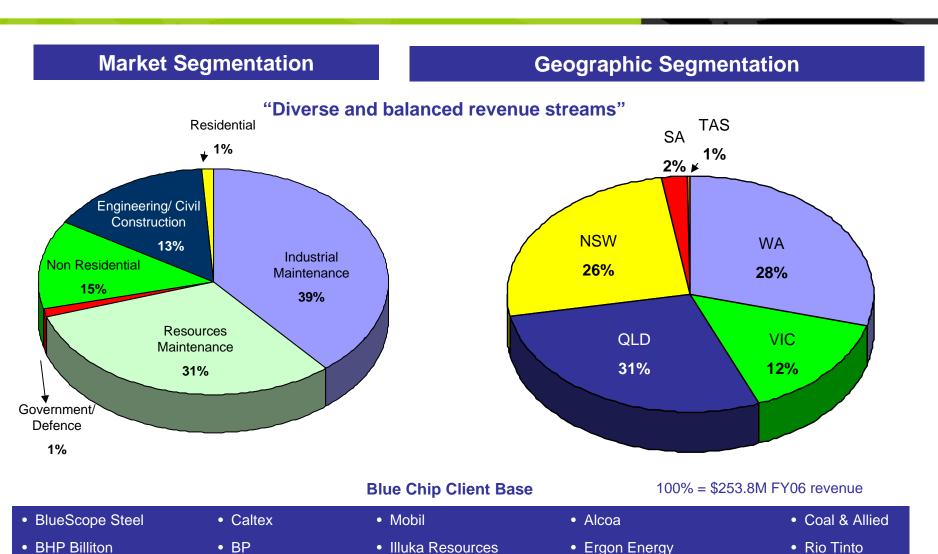


# **Financial Highlights**





# **Revenue Segmentation – FY06**











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# **Acquisition Update**

# Sherrin Hire Camilleri Industries Australia James Group

# **Sherrin Hire Integration**

The integration of Sherrin Hire has gone to plan.

#### Achievements:

- Strong financial performance has exceeded 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
  - Deployment/ cross over of equipment through respective customer networks
- Management changes
  - Promotion of new General Manager Steven Goulding (with Sherrin Hire for 9 years)
  - Appointment of Finance Manager
  - Appointment of HR/ Safety Manager





# **Camilleri Integration**

The integration of Camilleri has gone to plan.

#### **Achievements:**

- Solid financial performance
- Seamless integration with existing Central Queensland (CQ) operations

#### **Opportunities:**

- Ready made access to additional fleet and labour to continue growth
- Strong forward outlook for CQ region
- Introduction of Sherrin Hire product range





## **James Group**

#### **Background**

- Formed in 1954
- Services provided:
  - 70 dry hire cranes 7 tonne to 70 tonne (avg age 9 years)
  - Crane sales new Tadano cranes and used cranes
- FY06 Revenue \$44m (\$7m dry hire, \$37m crane sales)
- FY06 EBITDA \$12.4m
- Operates nationally from bases in Vic, Qld & WA
- Employs 15 staff







## Boom's service offer & Business profile 2006

#### **Service Offer**

Provide tailored integrated lifting solutions to clients incorporating

Hydraulic mobile crane hire	(Wet/ Dry Hire)	Over 500
Tower Cranes	(Dry Hire)	38
Travel Tower	(Wet/ Dry Hire)	300
Access Equipment		>2,000
Rigging Services		
Heavy Haulage Transport		
Lifting Engineering Services		
New & Used Crane Sales		

National Depot Network

• Employees 1,300

• Brands





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# Outlook

#### **Market Outlook**

Sector analysis – overall positive outlook

Industrial sector - strong

Resources sector - strong

Engineering construction - strong

Non residential - solid

Residential sector - slowed

• FY07 organic growth prospects – circa 10%.

Further acquisitions expected this financial year.









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# Resolutions

# Financial Statements and Reports



# Remuneration Report





### Remuneration Report (non binding resolution)

	Number of shares	%
FOR	68,126,964	87.87%
AGAINST	7,444,174	9.60%
DISCRETIONARY*	1,957,753	2.53%
		100%

<sup>\*</sup> The number of the Chairman's discretionary proxy votes are 1,480,887 (1.91%)

Note: These figures relate to the proxies lodged 48 hours prior to the meeting



# **Election of directors**





#### (A) That R. John Robinson be re-elected as a director of the Company

	Number of shares	%
FOR	79,374,416	97.54%
AGAINST	54,094	0.07%
DISCRETIONARY*	1,940,832	2.39%
		100%

<sup>\*</sup> The number of the Chairman's discretionary proxy votes are 1,463,966 (1.80%)

Note: These figures relate to the proxies lodged 48 hours prior to the meeting



### (B) That Dr. Huw Davies be re-elected as a director of the Company

	Number of shares	%
FOR	79,289,836	97.44%
AGAINST	76,038	0.09%
DISCRETIONARY*	2,003,468	2.47%
		100%

<sup>\*</sup> The number of the Chairman's discretionary proxy votes are 1,526,602 (1.88%)

Note: These figures relate to the proxies lodged 48 hours prior to the meeting



## (C) That Mark Lawrence be elected as a director of the Company

	Number of shares	%
FOR	75,293,723	92.72%
AGAINST	3,969,834	4.89%
DISCRETIONARY*	1,942,424	2.39%
		100%

<sup>\*</sup> The number of the Chairman's discretionary proxy votes are 1,465,558 (1.80%)

Note: These figures relate to the proxies lodged 48 hours prior to the meeting



# Appointment of new auditor of the Company





That for the purpose of section 327B of the Corporations Act and for all other purposes, PKF chartered Accountants (Victorian Partnership) having been nominated and consented, be appointed as auditors of the Company with effect from the end of this meeting.

	Number of shares	%
FOR	79,353,292	97.57%
AGAINST	10,753	0.01%
DISCRETIONARY*	1,966,825	2.42%
		100%

<sup>\*</sup> The number of the Chairman's discretionary proxy votes are 1,495,231 (1.84%)

Note: These figures relate to the proxies lodged 48 hours prior to the meeting



# Ratification of previous issues of shares





For the purpose of ASX Listing Rule 7.4 and for all other purposes, the members ratify the issue and allotment of shares per resolution 5 (a), (b) & (c).

	Number of shares	%
FOR	17,907,687	89.56%
AGAINST	127,902	0.64%
DISCRETIONARY*	1,959,946	9.80%
		100%

<sup>\*</sup> The number of the Chairman's discretionary proxy votes are 1,485,180 (7.43%)

Note: These figures relate to the proxies lodged 48 hours prior to the meeting



# Issue of shares to Mark Lawrence under the Employee Share Trust





That the members approve the issue of fully paid ordinary shares for the benefit of Mark Lawrence under the Boom Logistics Limited Employee Share Trust on the terms of the Explanatory Notes which accompany this Notice of Meeting.

	Number of shares	%
FOR	68,932,831	84.97%
AGAINST	10,234,986	12.61%
DISCRETIONARY*	1,966,818	2.42%
		100%

<sup>\*</sup> The number of the Chairman's discretionary proxy votes are 1,493,452 (1.84%)

Note: These figures relate to the proxies lodged 48 hours prior to the meeting



# Proportional takeover resolution





That the Company's Constitution be altered by inserting a new Articles 163.1 to 163.9 (inclusive) relating to partial takeovers on the same terms as Articles 163.1 to 163.9 (inclusive) of the Constitution which ceased to apply from 15 November 2005.

	Number of shares	%
FOR	79,149,699	97.39%
AGAINST	134,798	0.17%
DISCRETIONARY*	1,976,718	2.44%
		100%

<sup>\*</sup> The number of the Chairman's discretionary proxy votes are 1,499,852 (1.85%)

Note: These figures relate to the proxies lodged 48 hours prior to the meeting

