





# Annual General Meeting 14 October 2005

# Chairman John Robinson

#### **FY05 Overview**

September 2004:

\$19.5m institutional placement and \$1.5m Share Purchase
 Plan

October 2004:

 Acquisition of Bower's Heavy Haulage & Crane Services business.

March 2005:

Acquisition of Brambles Bowen Cranes, Bowen Basin, QLD.

June 2005:

- Acquisition of:
  - Cameron Cranes Pty Ltd, Newcastle, NSW
  - Carrington Steel Pty Ltd, Newcastle, NSW
  - Brambles Port Hedland Cranes, WA
- Announced successful negotiation of Sherrin Hire acquisition and \$67m share placement



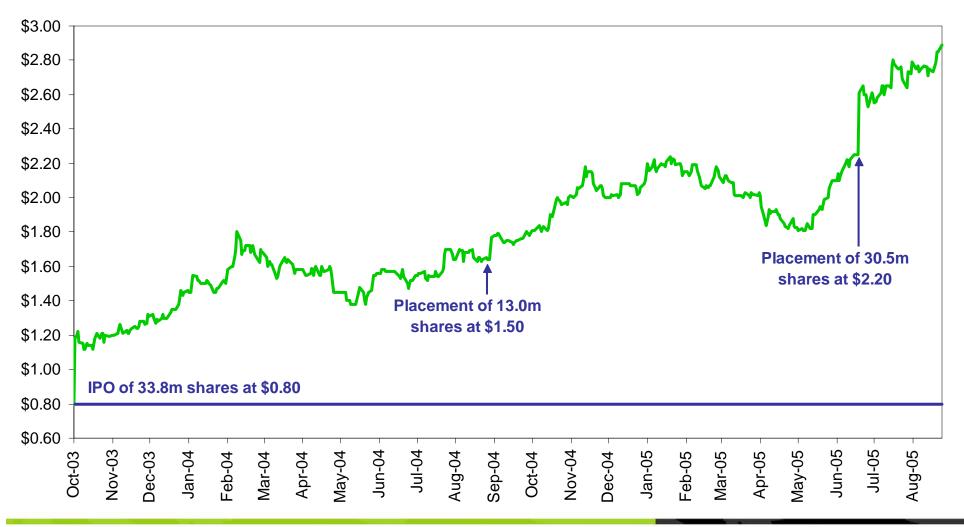
### **FY05 Overview**

	June 04	June 05	% Change
Employees	398	663	67%
Cranes	263	354	35%
Depots	16	23	44%

### **FY05** Results

\$m	2005 Actual	2004 Actual	% change
Financial performance			
Operating Revenue	133.2	83.8	59%
EBITDA	32.1	20.0	61%
EBIT	24.5	15.6	57%
Net Profit After Tax	15.4	9.4	64%
Financial ratios			
Earnings per share (cents)	14.6	11.8	24%
Dividend per share (cents)	6.9	5.1	35%

### **Share Price Chart from IPO to September 30th 2005**





### **BOOM** is well positioned to begin the next growth phase

#### Consistent with our Strategic Intent we will:

- Pursue geographical diversity Further develop our national presence through business acquisitions and organic growth.
- Continue diversifying our income sources.
- Enhance market recognition through our national branding program.
- Promote market differentiation through:
  - Safety process focus
  - Offer integrated lifting solutions
  - Equipment range
  - Operating depth & flexibility
  - Service quality
- Maintain focus on administration efficiency and corporate governance.





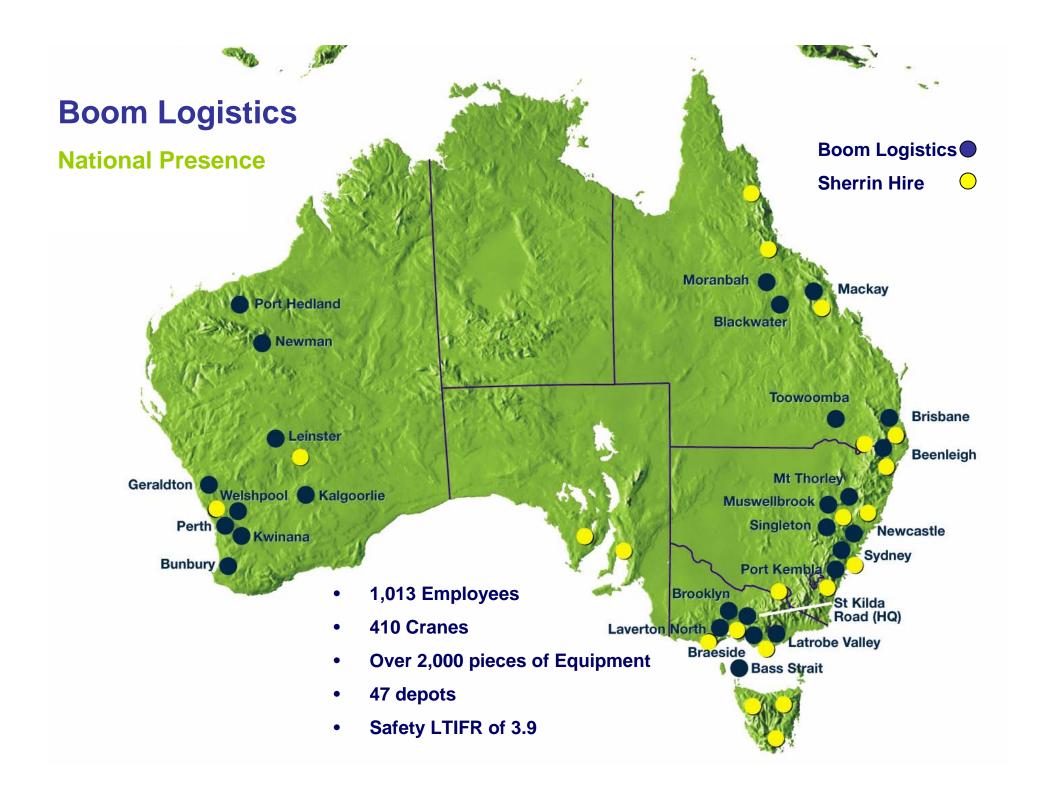




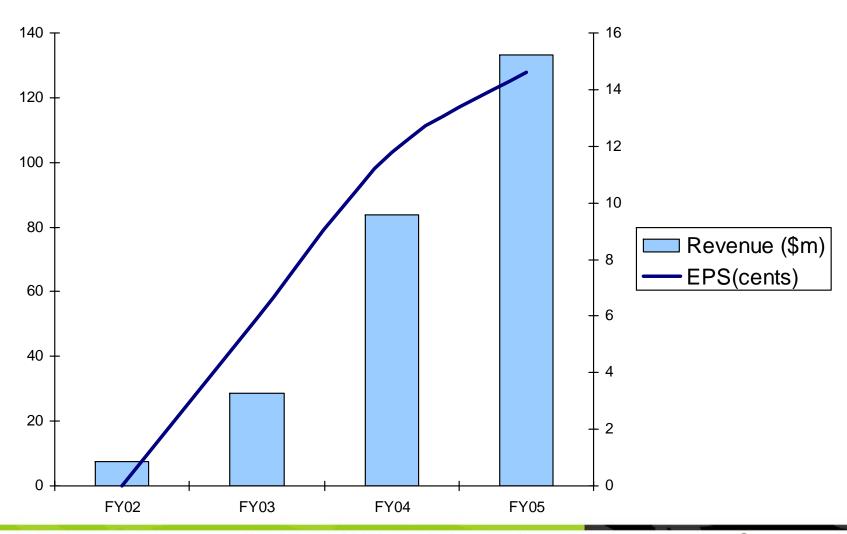


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Chief Executive Officer Rod Harmon



## **Financial Highlights**

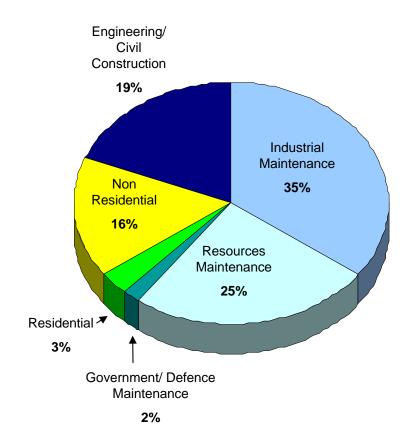


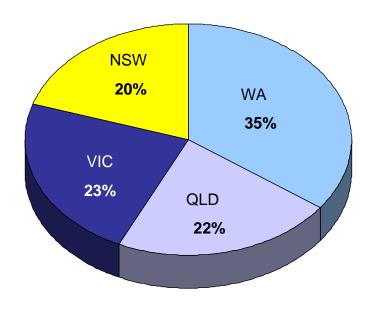


## **Revenue Segmentation**

#### **Total revenue segmentation**

#### Revenue by state





\* Based on FY05 actual revenue of \$133.2m











# **Sherrin Hire product offering**

**Travel Towers** 



**Access Equipment** 



**Cranes** 



**Material Handlers** 



**Energy** 





### **Sherrin Hire acquisition rationale**

- Consistent with growth and operating strategy
- Revenue and cost synergies
- Additional growth platform
- Further increases barriers to entry
- Low operational risk
- Positive financial impact



#### **Sherrin Hire**

FY04/05 Financials	
Revenue	\$67.4m
EBITDA	\$26.8
EBIT	\$18.1

Consideration	
Enterprise Value	\$130m
Debt Assumed	\$ 70m
Purchase Consideration	\$ 60m

Organisation	
Depots	24
Employees	350 (casual & permanent)
Equipment	Over 2,000





### **Capital Raising**

To acquire Sherrin Hire

Settled 8th August 2005

Institutional placement \$67 million @ \$2.20

August 2005

Plus

• Share Purchase plan to be completed

23<sup>rd</sup> November 2005

- Issue Price \$2.20

Max to \$5,000 as per ASX listing rule 7

Notification to shareholders

By 18th October 2005









# Outlook

#### 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

