



# BOOM 2022

**FY22  
RESULTS**

26 August 2022

# ABOUT US

**At Boom**, we deliver safe lifting solutions, with scale and precision, every time. Managing risk and complexity with confidence – that’s the promise we make to our customers

**800** employees, 400 full-time and 400 flexible workforce

**14** depots across Australia

**280** cranes in all sizes up to 750 tonnes capacity

**80** travel towers in all sizes up to 70 metres reach

**Our Values** differentiate our business. They guide our decisions, our behaviours and the way we do business



**Our People** are our strength. We strive to retain and recruit the best talent to ensure safety, performance and growth including our commitment to advance diversity across our business



# FY22 RESULTS\*



Revenue

**\$215.8m**

up from \$173.3m



EBITDA

**\$41.6m**

up from \$36.3m



EBIT

**\$7.1m**

up from \$4.5m



NPAT

**\$3.8m**

up from \$1.2m



Operating Cashflow

**\$37.6m**

up from \$25.9m  
(before tax)



ROCE

**4.1%**

up from 2.5%



Net CAPEX

**\$16.8m**

up from \$14.7m



Gearing

**29.4%**

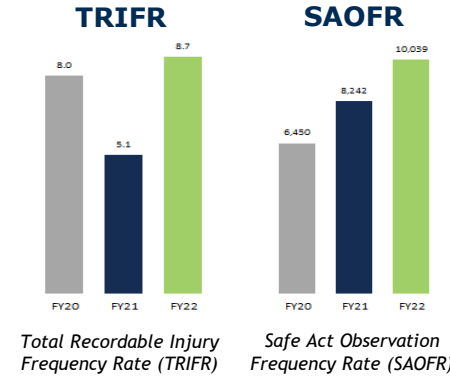
(net debt/equity)

\* FY22 compared to FY21 (pcp)

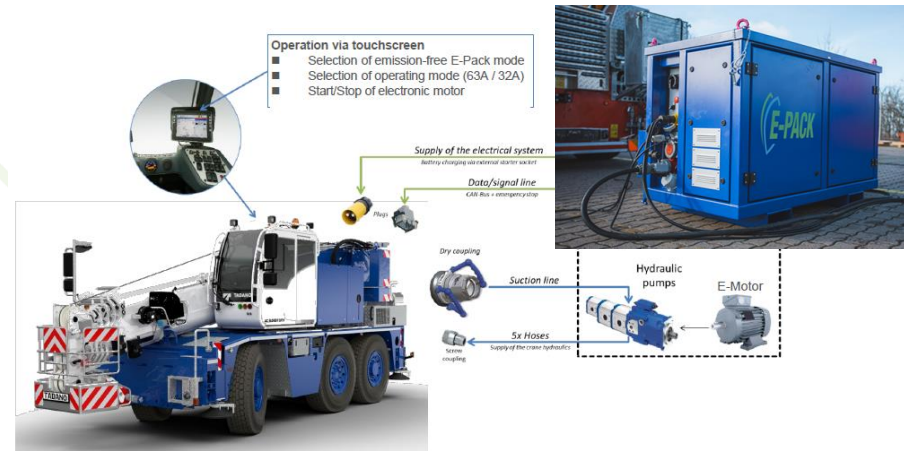
# SAFETY & ESG

- Boom's safety performance is a key operational metric, with ongoing focus on Safe Act Observations (SAO's) and on-site interactions with the workforce
- Three year HSEQ strategic plan in place with a transition to overarching ESG framework underway
- Ordered our first electric operated "E-Pack" mobile crane to be delivered 2H FY23
- ESG Charter developed and formalising our commitment to sustainability initiatives to reduce our carbon footprint and emission targets
- COVIDSafe practices maintained and implementing initiatives on employee health & wellbeing
- Safety of our customers and employees is our priority as we continue our journey towards zero harm

 Always conduct a risk management activity before starting a task. <b>1</b>	 Protect yourself from energy sources: avoid, de-energise, isolate, tag. <b>5</b>
 Never work in the 'line of fire'. <b>2</b>	 Never work without protection if you could fall. <b>6</b>
 Always check the ground for slope, stability and underground hazards. <b>3</b>	 Always confirm you are fit and your equipment and work environment are safe. <b>7</b>
 Only operate equipment if trained and authorised. <b>4</b>	 If you cannot control the risk STOP THE JOB. <b>8</b>



Positive safety culture across the business with **SAOFR** up by **22%**



# DIVERSIFIED REVENUE STREAMS



# OPERATING RESULTS

## FY22 revenue up 25%

- SCM21 Olympic Dam shutdown
- Coopers Gap and Bango wind farms
- Snowy 2.0 infrastructure project
- Increased maintenance activity, particularly from mining sector
- Consistent high crane asset utilisation across all regions



FY22 Revenue  
increased by  
**\$42.5m**

## Direct costs impacted by:

- Cyber incident costs \$320k
- COVID related delays including lockdowns & border restrictions
- Increased maintenance, cross-hire equipment, labour / skills shortages and mobilisation costs
- Supply chain related costs and delays including shipping



FY22 EBIT  
**\$7.1m**  
up 58% on pcp

	FY22 \$'m	FY21 \$'m	Change %
Revenue from Services	215.8	173.3	25%
Less: Direct Expenses	(147.1)	(113.1)	30%
<b>Gross Profit</b>	<b>68.7</b>	<b>60.2</b>	<b>14%</b>
<i>GP%</i>	<i>31.8%</i>	<i>34.7%</i>	
Indirect Expenses	(21.4)	(19.9)	8%
Central Costs	(5.9)	(4.6)	28%
<b>Trading EBITDA</b>	<b>41.4</b>	<b>35.7</b>	<b>16%</b>
<i>EBITDA%</i>	<i>19.2%</i>	<i>20.6%</i>	
Profit on Sale of Assets	0.2	0.6	
<b>Statutory EBITDA</b>	<b>41.6</b>	<b>36.3</b>	<b>15%</b>
Less: Depreciation Expense	(34.5)	(31.8)	8%
<b>EBIT</b>	<b>7.1</b>	<b>4.5</b>	<b>58%</b>
Less: Income Tax Expense	0.0	0.0	
Less: Net Finance Expenses	(3.3)	(3.3)	
<b>Net Profit After Tax</b>	<b>3.8</b>	<b>1.2</b>	<b>208%</b>

# BALANCE SHEET

- Gearing at 29% within Board approved range of 20%-35%
- Net Debt of \$32.7m at 30<sup>th</sup> June 2022, compared to \$29.4m at 30<sup>th</sup> June 2021
- Investment in new fleet for growth:
  - BHP Olympic Dam SCM21 shutdown
  - Strengthening renewables / wind farm capability
  - Growing mining maintenance / shutdown work, particularly in Queensland and WA
  - New opportunities in High Voltage / Energy sector
  - Rental assets for Infrastructure and Renewables



ROCE\*  
**4.1%**  
 up from 2.5% (pcp)

\* Return On Capital Employed (ROCE) = EBIT divided by Total Capital Employed

	30 Jun 22 \$'m	30 Jun 21 \$'m	Change \$'m
Cash	2.4	2.3	0.1
Trade and Other Receivables	41.5	42.9	(1.4)
Other Assets	3.0	2.7	0.3
Property Plant and Equipment	107.7	122.7	(15.0)
Right of Use Asset	36.2	25.6	10.6
Lease Receivable	0.0	0.4	(0.4)
<b>Total Assets</b>	<b>190.8</b>	<b>196.6</b>	<b>(5.8)</b>
Payables	14.9	15.6	(0.7)
Borrowings and Finance Leases	35.1	31.7	3.4
Pre paid borrowing costs	(0.1)	(0.3)	0.2
Lease Liabilities <sup>1</sup>	12.4	16.8	(4.4)
Employee Provisions	10.3	9.6	0.7
Other Liabilities	7.8	8.1	(0.3)
Tax Payable	0.2	2.4	(2.2)
<b>Total Liabilities</b>	<b>80.6</b>	<b>83.9</b>	<b>(3.3)</b>
<b>Net Assets</b>	<b>110.2</b>	<b>112.7</b>	<b>(2.5)</b>
Gearing (Net Debt/Equity)	29.4%	26.0%	
NTA (cents per share)	0.26	0.26	

<sup>1</sup> Lease Liabilities include rented cranes, light commercial vehicles, transport and property leases

# CASH FLOW

- Working capital optimised to manage timing of projects and shutdowns
- Net capex of \$16.8m with assets committed to:
  - increase capacity for growth
  - enhance technology and safety systems
  - reduce maintenance costs
  - improve asset efficiency
- Use of rental assets continued for Projects
- Dividends of \$6.4m paid in FY22



Operating Cashflow

**\$37.6m**

up 45% on pcp  
(before tax)

	FY22 \$'m	FY21 \$'m	Change \$m
EBITDA	41.6	36.3	5.3
Movement in working capital	(1.0)	(7.5)	6.5
Interest paid (cash net of interest received)	(3.0)	(2.9)	(0.1)
<b>Cash flow from operations before tax</b>	<b>37.6</b>	<b>25.9</b>	<b>11.7</b>
Income tax (paid)	(2.2)	(2.0)	(0.2)
<b>Net cash provided by operating activities</b>	<b>35.4</b>	<b>23.9</b>	<b>11.5</b>
Purchase of plant and equipment	(5.2)	(14.7)	9.5
Proceeds from sale of plant and equipment	2.9	4.8	(1.9)
<b>Net cash used in investing activities</b>	<b>(2.3)</b>	<b>(9.9)</b>	<b>7.6</b>
Transaction costs related to borrowings	0.0	(0.4)	0.4
Net drawdown/(repayment) of borrowings	(11.2)	5.8	(17.0)
Payment of lease liabilities	(15.5)	(14.9)	(0.6)
Payment of dividends	(6.4)	(4.3)	(2.1)
<b>Net cash used in financing activities</b>	<b>(33.1)</b>	<b>(13.8)</b>	<b>(19.3)</b>
Net increase in Cash	0.0	0.2	(0.2)



# CRANE & SHUTDOWN SERVICES

## FY22 overview

- Significant revenue growth across all regions with 37% increase in Crane & Shutdown Services
- Major BHP Olympic Dam SCM21 completed, delivering \$17.9m in shutdown revenue
- Contract extensions with major mining customers
- Maintenance works increased at Boddington Gold (WA), Anglo, BMA, Glencore (QLD), and Mt Arthur (NSW)

## FY23 outlook

- Expansion opportunities in central Queensland and the north-west WA region with new and existing customers
- Continued growth focus on crane services broad offering including skilled shutdown services and engineering solutions
- Price growth opportunities to recover labour increases and skills shortages in negotiations within existing contracts
- New work secured includes major energy project in South Australia for crane and specialised labour services



Strong demand in mining sector with crane services revenue up **37%** on last year



### Key Operations

- Mining maintenance services
- Engineered specialised lifts
- Shutdown, industrial and programmed maintenance services
- Major clients are in the mining sector

\* Revenue not including readi labour hire of \$16.5 million

# TRAVEL TOWERS

## FY22 overview

- FY22 revenue lower, as telecommunications network upgrades in Melbourne and Sydney deferred due to COVID restrictions
- High-voltage transmission line project in the Pilbara (WA) scope extended, using travel towers to install 285 high voltage towers
- Work on electrical transmission and wind farm projects connecting substations to the grid continued
- 2H affected by east coast floods and adverse weather

## FY23 outlook

- New large travel towers delivered and commissioned for work in Renewables and high voltage Energy sectors
- Demand for high voltage interconnector, “string-line” to power pole and wind farm project work increasing
- Telecommunication 5G and NBN rollout in regional areas continuing at slower pace
- Opportunity in mining maintenance for large travel towers
- New Interconnector infrastructure transmission line projects secured in South Australia and Queensland



Focus on renewables, interconnector and energy sectors for large Travel Towers



Revenue \$m

## Key Operations

- Interconnector and Energy infrastructure projects
- Transmission ‘string-line’ installation works on wind farms
- High voltage transmission line maintenance works
- Telecommunications – 5G and data network upgrades and connections

# PROJECTS

## FY22 overview

- Wind farm installation works completed at Coopers Gap and commenced new project at Bango wind farm (NSW)
- Snowy 2.0 project continued, installing new tunnel boring machines (TBMs) and tunnel refurbishment work
- Completed wind farm maintenance services, replacing blades, gearboxes and pitch bearings for clients across Australia and infrastructure projects in QLD and WA

## FY23 outlook

- Ongoing Snowy 2.0 infrastructure project work in FY23
- New infrastructure projects secured include sections of the Sydney Gateway project, Waterloo station, Parkes Special Activation Precinct (NSW), Cross River Rail (QLD) and new Western Australian contracts
- Bango wind farm project to be completed in 1H FY23
- Tendering wind farm projects to commence 2H FY23, including new maintenance services for major customers
- Strong tender pipeline across road infrastructure, civil engineering, rail and tunnel projects, with some delayed until 2H FY23 due to availability and supply of materials



Infrastructure and wind farm project revenue up **33%** on last year



### Key Operations

- Wind farm construction projects
- Bridge installations, rail and infrastructure construction
- Power grid infrastructure and construction projects
- Wind farm maintenance programs
- Engineered specialised lifts

# ASSET MANAGEMENT

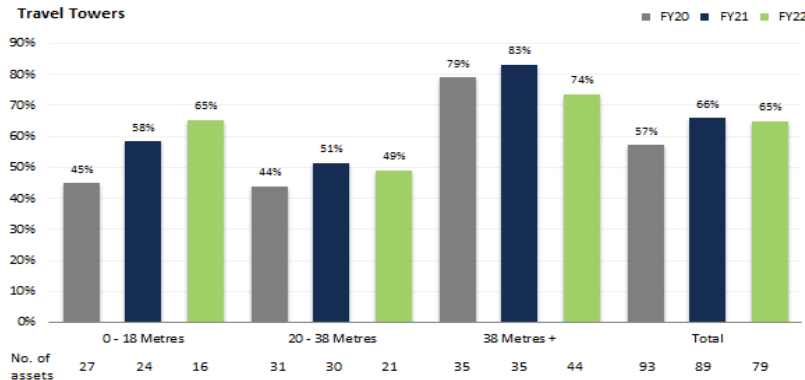
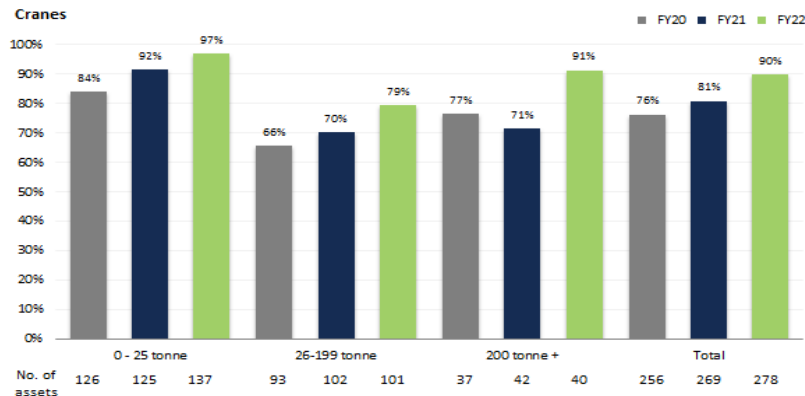
## FY22 overview

- Total asset utilisation at 81%, up from 77% last year
- \$16.8m net capex facilitating delivery of major contracts and securing new growth opportunities
- Ongoing use of flexible asset rental model continues to enable efficient asset allocation to projects
- Asset recycling continued, selling under-utilised old assets
- SCM21 assets transferred to north-west WA and central Queensland to support growth opportunities

## FY23 outlook

- 12 months lead time required on major assets, with new orders expected delivery in 2H FY23
- Availability of new assets through flexible rental model to secure new infrastructure and renewables projects
- Refreshing fleet to reduce maintenance costs, improve efficiency, reduce carbon emissions and improved safety systems from new technology
- Continued capital expenditure in FY23 to secure new long term maintenance contracts with recurring earnings and growth opportunities through new projects

## Crane and Travel Tower utilisation



# OUR INDUSTRIES & MARKET OPPORTUNITIES

## Mining



### Mining

Mining support services is circa \$37B\* over next 3 years, driven by strong demand for commodities

Boom provides total lifting services, including cranes, rigging, supervision and site management for ongoing mining maintenance

Growth opportunities with "value-added" services in mining maintenance and shutdown programs

## Renewables



### Renewables

Wind farm construction projects planned is circa \$5B\* over next 3 years

Boom provides a total construction & installation service package, including lifting, mechanical and electrical installation and onsite project management

Growth in wind farm maintenance services, with over 3000 turbines operating in Australia

## Infrastructure



### Infrastructure

Road and civil engineering construction works planned is circa \$96B\* over next 3 years

Boom provides large-scale heavy lift cranes, rigging and specialised crews, engineering services and project management

Growth in construction of bridges, rail networks and major road projects with the installation of tunnel boring machines (TBM)

## Energy



### Energy

Electricity infrastructure construction projects planned is circa \$32B\* over next 3 years

Boom provides cranes, travel towers and specialist teams to high-voltage transmission line works

Growth in expanding renewables sector, with 'string-line' works, substation, power line and interconnector projects

\* Source: IBISWorld (total industry projected spend)

# FY23 OUTLOOK



1H revenue versus pcp to be lower without SCM21 project. **Strong 2H revenue** expected as new projects commence



Strategy to achieve long term **profit growth** in growth markets and **return on capital**



Building recurring revenues on **Mining** maintenance and major shutdowns in QLD & WA



Strong tender pipeline in **Renewables** as wind farm projects commence 2H



Accelerating **capital recycling** & **flexible asset rental** to secure new contracts & growth



Targeting growth opportunities via **selective acquisitions** in core markets



New **Infrastructure** projects delayed due to supply chain & material shortages



Increasing activity on **Interconnector** & **Energy**, with SA & QLD contracts to commence



# BOOM 2022

**APPENDIX**

# Wind Farm sector

## Powering in Renewables

- Boom provides installation, engineering and maintenance services on wind farms across Australia
- Our maintenance activities include removal and replacement of gear boxes, generators and blades
- Our construction package includes installation of towers, mechanical & electrical services and project management
- Boom also provides a range of travel towers and resources to support wind farm connection to power grid works





# Mining & Resources sector

## Maintenance and Shutdowns

- Providing 24/7 lifting solutions, using cranes and crews, travel towers, engineering services, supervision and project management on mine sites
- Work includes shutdowns, major lifts to support bucket rebuilds, shovel replacements, conveyor belt works, crusher change-outs and tailored on-site lifting services
- Expanding services introducing specialised skills and engineering solutions
- Major contracts with mining clients, focus on safety, delivering to onsite standards, processes, procedures and competency requirements



# Infrastructure sector

## Growth in construction work

- Ongoing major tunnel boring machine (TBM) and infrastructure work for Snowy 2.0 project
- Completed Armadale Road Bridge, Parramatta Light Rail, Martinus Rail, and Melbourne level crossing projects
- Strong tender pipeline on infrastructure, civil engineering, rail and tunnel projects
- Boom is well positioned for continued growth in the infrastructure and civil engineering sectors



# Energy sector

## Power Transmission Lines

- Continuing high voltage project work in the Pilbara WA
- Contracted to provide travel towers and specialised labour for the completion of a 220kv transmission line running between mines in the Pilbara region
- The current stage includes the installation of 285 high voltage towers
- Growth opportunities in the high voltage transmission lines and energy sectors over next 5 years



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*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 reflect expectations at the date of this presentation. 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 are cautioned to not place undue reliance on any 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. Past performance cannot be relied on as a guide to future performance. Readers are cautioned to not place undue reliance on forward-looking statements or guidance, particularly in light of the current economic climate and the significant volatility, uncertainty and disruption arising in connection with COVID-19.*

The logo for Boom Logistics Limited, featuring the word "BOOM" in a bold, blue, sans-serif font. The letter "O" is stylized with a horizontal bar through its center.

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